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CLIPPER

OLDEST AMUSEMENT PAPER IN AMERICA

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VOL. LXXI. NEW YORK, FRIDAY, DECEMBER 28, 1923 NUMBER 47

OLD CONEY ISLAND PASSING

CUMBERLAND, MD., FAIR BUYS GROUNDS

Receiving Bids on $100,000 Improvements—100-Acre Tract

Cumberland, Md., Dec. 27.

Purchase of 100 acres of land adjoining Amcelle, five miles from this city, on the McMullen Boulevard, for one of the largest and finest racing and agricultural fair grounds in the country, for the Cumberland Fair Association, Inc., has just been

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TEX. SHOWMEN COMBINE IN TAX FIGHT

Claim Present Scale Prohibitive—Will Fight for Repeal

An organized attack on the tax on outdoor amusement in Texas will be made within the next few months by the outdoor showmen of this state and those booking shows through Texas.

This fact was manifested by a recent meeting held in Fort Worth by showmen from every section of Texas. The last legislature passed a bill authorizing a graduated tax on all outdoor amusements playing in Texas. The tax runs as high as $1,000 a day, which was recently

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REFORMER IN DOCK

Wife Charges Civic League Man with Non-Support

Troy, N. Y., Dec. 27.

S. Erle Spaulding, a representative of the New York Civic League (reform organization), was arraigned in Police Court here last week by a detective on a warrant charging him with being a disorderly person in that he failed to provide for his wife for a long time. His wife, Marguerite Spaulding, lives in this city. Spaulding was represented by former County Judge Isadore Bookstein of Albany and pleaded not guilty. At the request of his counsel, the case was adjourned to a later date.

HANNEFORDS AT HIP

3,000-Mile Jump, $2,000, L. A. to Buffalo

The Hippodrome gets "Poodles" Hanneford and the Hanneford Family bareback turn for March (four weeks). The act will receive $1,250 at the Hip. They were favorites at the house when it played the spectacular shows for several years.

The Hannefords are making a 3,000 mile railroad jump this week from the Orpheum, Los Angeles, to Shea's, Buffalo, opening Dec. 31.

The cost of transporting the troupe across country is about $2,000.

BILL RICE FAIR AGENT

On Road for Orpheum-W. V. M. A. Drum Beater

Chicago, Dec. 27.

W. H. (Bill) Rice will spend the first two months of the New Year as a special road representative of the Orpheum-Western Vaudeville Managers' Association, Fair Department. J. C. McCaffery, head of this department, has arranged to have Rice visit some of the most important State Fair Association meetings through the central west and south, where Rice is popular.

ST. L. RAISING LICENSE FEE TO $1,500 A WEEK

Takes in All Carnivals—Action Postponed Until February 10

St. Louis, Dec. 27.

The City Council has deferred action until February 10 on a proposal to raise the license fee for all carnivals to $1,500 a week or more.

It appears to be aimed at traveling carnivals, since local owners of rides and local carnival owners have expressed themselves in favor. They figure the high license would prevent traveling shows from coming in and they could protect themselves against the increase through securing it from concessionaires.

The ordinance introduced and on

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SHOWMEN'S SLATE

Nominating Committee Appointed 40 Days Ahead

According to the by-laws of the Showmen's League of America candidates for election next February must be nominated on the regular ticket 40 days in advance of election and posted at club headquarters. A nomination committee was elected last Friday at the Board of Governors' meeting to select the officers and board for the coming year, composed of the following members: Dick Collins, Louis Keller, John L. Lorman, Ed. A. Hick, Baba Delgarian, W. O. Brown, Joe Rogers.

These will nominate candidates in the near future, and the independent ticket, if any, will then be in order and can be posted if signed by fifteen members in good standing.

Ox for Christmas Present

Chicago, Dec. 27.

Walter L. Main believes in giving his Christmas presents in "chunks." He presented the town of Cherokee, Ia., with a big ox, and Cherokee held a barbacue Christmas Eve at Walter's expense in real old-fashioned style.

City Wipes Out Whole Sections to Make Way for New Streets—Henderson's Gone—So Is Inman's Casino—Chunk Taken Out of Steeplechase — West End Made Over

HALF CENTURY OLD

Visitors to that celebrated straggling strip of sand that stretches from Sheepshead Bay to Norton's Point and rejoices in the name of Coney Island, next season will rub their eyes in wonderment when they glimpse the changes that have been wrought in the section of the isle known to the natives as the "west end." This is the part of the island that runs from Henderson's Walk to the big gate which separates the hoi polloi from the elite who reside in the more subdued and aristocratic precincts of Sea Gate.

It takes in all of the old amusement center that rallied around Stauch's Dancing Pavilion and included Henderson's, Inman's Concert Hall, the Imperial music hall, College Inn, Scotty Morgan's Shellbord's restaurant, Dreamland and side shows and innumerable smaller entertainment places.

The City of New York, which constructed the Boardwalk, has been active again. This time it's a street widening campaign that's going to wave the magic wand of progress over Coney's twisted and narrow thoroughfares. It will change the

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GOVERNMENT WEATHER PREDICTIONS REAL SERVICE TO OUTDOOR SHOWS

Clipper Will Give Shows Government Forecast by Wire When Requested—Old Sayings Regarding Weather Scientifically Proved

"Clipper," in conjunction with its companion publication, "Variety," was the first theatrical paper to establish a news bureau in Washington. That in itself was an innovation, but of greater interest to the outdoor showmen is that "Clipper" has arranged with the U. S. Weather Bureau to obtain a forecast of weather conditions in the North Atlantic States and print them a week in advance. That was an achievement and the first time it has ever been accomplished.

Now each Friday when "Clipper" is issued in New York showmen can find in a box on the front page just what the Government Weather Bureau experts in Washington believe will be the conditions prevailing over the week following. The report is received in the New York office of "Clipper" each Thursday. Those showmen on the road who wish to have the prediction as to weather conditions in the territory covered can obtain it by wiring the New York or Chicago office and requesting that the report be sent them. There is no charge for this "Clipper" service other than the cost of the wires.

Ancient Proverbs

Incidentally, in connection with the weather there are a lot of ancient proverbs that have come down through the generations either in outdoor show business or from the farmers that have been most recently explained from a scientific standpoint in a volume that has been issued by a Baltimore publishing house, from the pen of W. J. Humphreys, Ph.D., meteorological physicist of the U. S. Weather Bureau.

The volume is entitled "Weather Proverbs." It proves the old saws are a mighty good guide to coming weather conditions through scientific explanation of what is behind the coining of the proverbs, as, for instance: "There's a ring around the moon; it's going to rain."

The "ring around the moon" is caused by water collecting on the tiny bits of dust floating in the air, which indicates a moisture-laden atmosphere, and rain is extremely likely.

Henry M. Hyde of the Baltimore "Sun" read the book by Mr. Humphreys, and his comment on it, in part, was:

In somewhat the same way Dr.

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THE WEATHER

Washington, Dec. 27.

The United States weather service makes the following forecast for the period Dec. 28 (today), to and including Jan. 3 for the middle and north Atlantic states (Pennsylvania to Maine):

"Cloudy and unsettled weather much of the week. Rain Friday and rain or snow over Northern portion Saturday and rain or snow again probably within two or three days. Warmer Friday. Colder Saturday and frequent fluctuations in temperature thereafter.

"C. L. MITCHELL,
"Forecaster."

BUNGE, INDOOR PROMOTOR, VANISHES

Cincinnati, Dec. 27.

The promoter calling himself William J. Bunge, who promoted the indoor circus under the auspices of the Moose at Middletown, O., last week, vanished. Associated with him was Harry Bell and they called the concern Bell & Bunge. Bell says he was left behind with little money.

Jack Middleton, Cincinnati booking agent, sent Barger and Lewis, roller skaters; Lester Lamont, female impersonator; Ruby Dalroy, comedian; Richton, juggler; Peggy Ward, blue singer; and the Roy Keagy troupe of acrobats. Bunge left without paying them, they declare.

The promotor told the Cincinnatians he had concluded promotions for auspices events for the Moose in Dayton and Terre Haute. He also said he handled the advertising for the Boyd & Lindeman carnival during the Cincinnati fall festival.

There's an old saying that—

"Charity Begins at Home"

Let us put this into operation for the theatrical business by each member buying one of Nellie Revell's books,

"RIGHT OFF THE CHEST"

and inducing their friends to do the same thing.

Everyone in show business and most everyone out of it is familiar with the details of this patient woman's suffering for the past four years; her cheerful nature; the example that she has set for others who are afflicted in divers ways. The courage, fortitude, and the sunshine which has permeated the room she has occupied for all this time has exalted her in and out of the theatrical business.

She is one of our own. A newspaper woman of rare qualities; has been in every branch of show business. She belongs to us, and it is up to us to show our appreciation to one of our members who can fight a battle lying on her back for four years and never weaken. Let us all stand by her!

George Cohan bought the first edition for $1,000. I also subscribed a similar amount. Others have subscribed $100, $50, $25 and $10. Send in your contributions to Sam H. Harris, No. 226 West 42nd Street, New York.

The book will be sold in all of the Keith Theatres, and in as many more as I can interest.

Don't let the Christmas Holidays pass without possessing one of these books. The price of the book is $2.50.

The Theatrical Press Representatives' Association has generously undertaken the distribution of this book, and also the advertising of the same, as Nellie Revell is a member of that fraternity.

E. F. ALBEE.

TO THE VAUDEVILLE PROFESSION:

I want to extend my sincere thanks to the Managers, House Employes, Stage Crews, Musicians and Artists, for their liberal and conscientious assistance in putting into effect humane conditions in our business. The past year has been filled with deeds of kindness and liberal consideration on the part of the managers towards the artists and the artists towards the managers. Nothing could have been accomplished except through the co-operation of all.

With a heart overflowing with gratitude for your splendid co-operation, I wish you all a very joyous Christmas and a Happy and Prosperous New Year.

E. F. ALBEE

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MUGIVAN'S O. K. JOHNSON'S BIG ASSET

Circus Man Regarded as Great Organizer—Aid to Committee

Chicago, Dec. 27.

The strongest possible indorsement that could be obtained from the Showmen's Legislative Committee under the generalship of Tom Johnson was obtaining Jerry Mugivan as an active member. Everyone knows that Mugivan is very decided in his likes and dislikes, his methods of business, and extremely particular with whom he is associated.

He declared himself in no uncertain tones, that if certain newspaper interests had anything to do

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MAIL ORDER AND 5-10 SPENDING UP $7,000,000

Variety - Clipper Bureau, Evans Bldg., Washington.

December 27.

A big increase in the sales of the mail-order houses and ten-cent stores is reflected in reports of the Department of Commerce for the month of October. The mail-order houses' total sales for October hit $37,743,000, against $26,052,000 for September, while in October, 1922, the sales were $7,000,000 under those of the same month this year.

The October sales for Sears-Roebuck were in excess of $22,000,000, while those of Montgomery Ward & Co. hit just above $15,000,000.

The total sales of the ten-cent stores for October, 1923, was $30,193,000, against $25,198,000 in September and $26,025,000 in October, 1922. Woolworth holds the lead for the October, 1922, sales with over $18,000,000; S. S. Kresge was second, with $7,246,000; S. H. Kress third, with $2,985,000, and the McCrory Stores Corp. trailed along last with $1,877,000.

MERCHANDISE WHEELS SUCCESSFULLY OPERATED BY ELKS IN NEW YORK

Welfare Commissioner Coler Sanctioned Them for Elks—Xmas Fund Carnival

The value of the money-getting qualities of the merchandise wheel operated in a clean manner without the aid of a squeeze of any sort was undoubtedly exemplified to the general satisfaction of both the authorities of New York city as well as to the general membership of the B. P. O. E. No. 1 at the carnival held in the big club house of the order on West 43d street, Manhattan, Dec. 5-8, in aid of the Christmas Basket Fund for the Poor. The returns, lately computed, showed that sufficient funds were raised to provide over 4,000 families with baskets of food Christmas morning. In addition to the baskets, toys, sweaters, candy and shoes were provided for the kiddies of those families.

The wallop is that it was provided principally through the use of the merchandise wheels. That is food for a lot of thought, not only for outdoor showmen, but for the organizations about the country under whose auspices they may be operating.

If the New York Lodge No. 1 of the Elks operates a carnival with merchandise wheels with the sanction of and under the supervision of the inspectors of the Welfare Commissioner, Bird S. Coler, then any other Elks' lodge in the country can obtain information from the executives of the mother lodge as to the manner in which the wheels were operated and utilize the same system for the benefit of any affair it may be seeking to raise funds for.

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SAILOR'S LEAP ON COASTER COSTS LIFE

14 Injured—A. T. Belloit Tried to Jump From Moving Car

Los Angeles, Dec. 27.

T. A. Belloit, a sailor, lost his life when attempting to jump from one moving car to another on the roller coaster at Long Beach.

The sailor's vain leap caused the second train to jump the track. Fourteen people were injured in the wreck.

Indoor Dates

Chicago, Dec. 27.

The John Moore Amusement Co. will play on Jan. 3 with their winter circus under the auspices of the Shrine. The International Circus Co. under the direction of A. I. Goodwin commencing an engagement under the Elks at Warren, Ohio, the same date.

PARK MAN MARRIES

Harry Van Hoven Weds Prima Donna

Harry Van Hoven, manager of Carlin's Park, Baltimore, for the past three seasons, and one of the partners in the DeWolf Hopper Comic Opera Company, was married last Tuesday to Nora Huster, formerly a prima donna with the George Choos' acts in vaudeville, in Minneapolis, Minn., where the company was laying off before opening Christmas week.

The couple met last summer through Harry's brother Frank, the vaudeville comedian, and as a joke one Sunday night Miss Huster acted as foil to the strong man act then current in the park. Her proposition was that she was able to resist the power of any man to lift her—and she did—through some faculty she possessed. By doing this she won a thick roll of bills put up by the skeptics.

Van proposed the next day.

Mrs. Schloss Recovers

Washington, Dec. 27.

Mrs. Leonard B. Schloss, wife of the manager of Glen Echo Park, has just been returned to her home here following an operation for acute appendicitis and is reported as well on the road to recovery.

Upon the return of Mr. Schloss from the convention in Chicago, he found it necessary for Mrs. Schloss to undergo an immediate operation.

INDOOR CIRCUSES FLOP IN OHIO; PROMOTERS BLAME AUSPICES

Promotors of Indoor Events Discouraged—Declare They Will Go In for Small Tented Organizations in Spring and Drop Armory Events

Akron, O., Dec. 27.

The indoor circus game in eastern Ohio is a dead issue and in practically every spot where shows have been promoted this winter the exhibition has "flopped." Promoters blame auspices more than anything else for shows being a financial failure. There has not been an instance where an organization has made money and promoters have lost heavily.

V. F. McGinnis, of the Mac Producing Co., Akron, told a representative of the Clipper this week that

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Auto Man Sentenced

Los Angeles, Calif., Dec. 27.

Frank Lowry, a nationally known auto race official, was convicted of burglary in Los Angeles and sentenced to imprisonment for from one to 15 years.

WAR AGAINST PERFORMING ANIMALS MADE ALARMING BY FANATICAL CRANKS

Ginnett's Horse Poisoned, Following Loss of Sangers Elephants—Animals Under Guard—Reformers Remonstrated Against "Pogo," Prop Horse

London, Dec. 17.

The war against performing animals, undoubtedly the handiwork of the cranks who would abolish such acts and don't care how low they stoop, has spread to the Ginnett circus, now preparing to open at the Crystal Palace on Boxing day.

Beginning with the destruction of three of Sangers' valuable elephants, the lunatics have now killed Fred Ginnett's beautiful school horse which, ridden by Poppy Ginnett, recently held a big place in the Alhambra and Coliseum bills. As in the case of the elephants the cause of death was arsenical poisoning.

The result of these mad acts is to anger both the profession and the

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WIS. FAIR MEN CALL JOHNSON

Invited to Address Convention at Oshkosh January 23-24

Chicago, Dec. 27.

Through its secretary, A. W. Prepn, the Wisconsin Association of Fairs, meeting in convention Jan. 23-24 at Oshkosh, has requested Tom L. Johnson, head of the Showmen's Legislative Committee, to address the meeting.

The fair men would like Mr. Johnson to talk to them on the subject of the committee and the clean shows of the outdoors.

Hurt in "Fun House"; Takes $400 Settlement

Washington, Dec. 27.

A consent agreement was entered into between Agnes M. Gleason, a minor, and the Capital City Construction Company for injuries she received at Glen Echo Park, on September 10, 1922. Four hundred dollars was the price agreed upon in the settlement.

The child was hurt on one of the barrels in the Midway and first asked the sum of $2,500; whe this was refused by the insurance company handling the case, suit was entered for $10,000. The settlement made was brought about out of court.

REQUEST TO HEAR JOHNSON

Chicago, Dec. 27.

An invitation has been sent to the Showmen's League of America here by the Heart of America Club of Kansas City asking that a representative and speaker be sent to the Kansas City Club to address a gathering New Year's Eve.

The request is added that the speaker be Tom Johnson of the legislative committee. Eight months ago Kansas City and the showmen's club there was opposed to Johnson and his organization in its campaign.

DEMAND FOR MUSIC NEVER SO LOW AS FOR THIS NEW YEAR'S EVE

Bottom Drops Out of Market for Bandsmen at Last Minute—Offers Taken at $15 and Even $10 for Night—Supply Vastly Increased by Jazz Vogue

There has never been as great a supply and as small a demand for musicians for New Year's Eve as this year.

Hundreds of orchestra men around New York are out of a job for that night, whereas formerly there were not enough musicians to go round.

Some weeks ago fabulous sums were reported waiting for musicians on New Year's Eve with prices of $25 to $40 a man quoted, and the average for a good musician set at $35. Four or five men combinations were mentioned, piano, violin, drums, sax and sometimes banjo. It was said at the time that restaurants and clubs would be only too glad to pay that much for musical talent, under the impression that there would be a great shortage of men for New Year's.

But restaurateurs and entertainment chairmen have become wise through previous experience, and a large majority have waited to engage musicians until the last minute. Because of this and for several other reasons the orchestra market is now flooded and all the men in the trade may be hired for $15 and even $10 and less in some cases. Orders for musicians are piling in now, but not as rapidly as in previous years, and offering only those very moderate prices at which the bidders know plenty of men are obtainable.

That the supply of musicians now exceeds the demand is explained not because there will necessarily be less parties than usual this New Year's, but rather because there is an over-abundance of jazz orchestra men in the city. More people are studying saxophone than ever before, and after a while the pupils of this instrument feel qualified to try their talents professionally on the public. One of the prominent orchestra agents and musicians of Broadway states in all good faith that he can take any man with a fair sense of rhythm, teach him about half a dozen chords on a banjo and inside of three weeks the latter will be capable of playing dance music in one of the smaller combinations. The same goes with a somewhat greater length of time, for pianists and violinists of the jazz school.

This avalanche of synthetic musicians makes it hard for the more experienced men who seek jobs, only to have a lower level of prices thrust at them. The orchestral market is even more crowded by those musicians who last year were with the many bands on small time vaudeville and are now laying off. New Year's Eve is the biggest night of the season for orchestras, but when there is too great a supply prices drop rapidly and only the topnotchers get the big money asked.

As for these topnotchers, many of them are asking prices sounding exorbitant and several are getting away with them. The $1,750 paid to the ten-piece Lopez aggregation about two years ago at a private function at the Hotel Vanderbilt is believed to be the record. No prices that high are being quoted for the elite bands, but the figures around the century mark per man. One of the orchestras recently entering the spotlight and composed of 11 college men is reported to be receiving an even $1,000 for an all night session at a Columbia University fraternity house.

Meanwhile, a rather chaotic state exists in the ranks of the less expensive musicians, a great many of whom see no work in sight for the "big night," even at greatly-reduced figures.

C. Wortham Stuff on Sale

San Antonio, Tex., Dec. 27.

All the show property and paraphernalia left from the estate of the late Clarence A. Wortham is for sale at winter quarters at San Antonio, Texas. A full list of the same will be found in another part of this issue.

Woman Park Official

Chicago, Dec. 27.

Mrs. C. C. McDonald of Akron, O., is the only woman member of the National Association of Amusement Parks. She officiates as assistant general manager of Summit Beach park, of which her husband is general manager.

MRS. ROSINA ADAMS, CIRCUS WOMAN, LEAVES ESTATE $203,916

George Adams, Hippodrome Clown, Gets Half of Appraised Value—Daughters, Adams Sisters on Stage, Bequeathed Remainder

Mrs. Rosina Cooke Adams, member of a family of English actors and circus performers, left a net estate of $189,935 when she died Oct. 21, 1919, according to a transfer tax state appraisal of her property, filed this week in the Surrogate's Court, New York.

Under her will and codicil, executed Oct. 12, 1915, and Jan. 8, 1918, she ordered this to be divided as follows:

George H. Adams, husband, of 1658 Bay Ridge avenue, Brooklyn, N. Y., a famous clown, who retired several years ago, having been for eight years at the New York Hippodrome, half of the estate, or $94,967.50, absolutely.

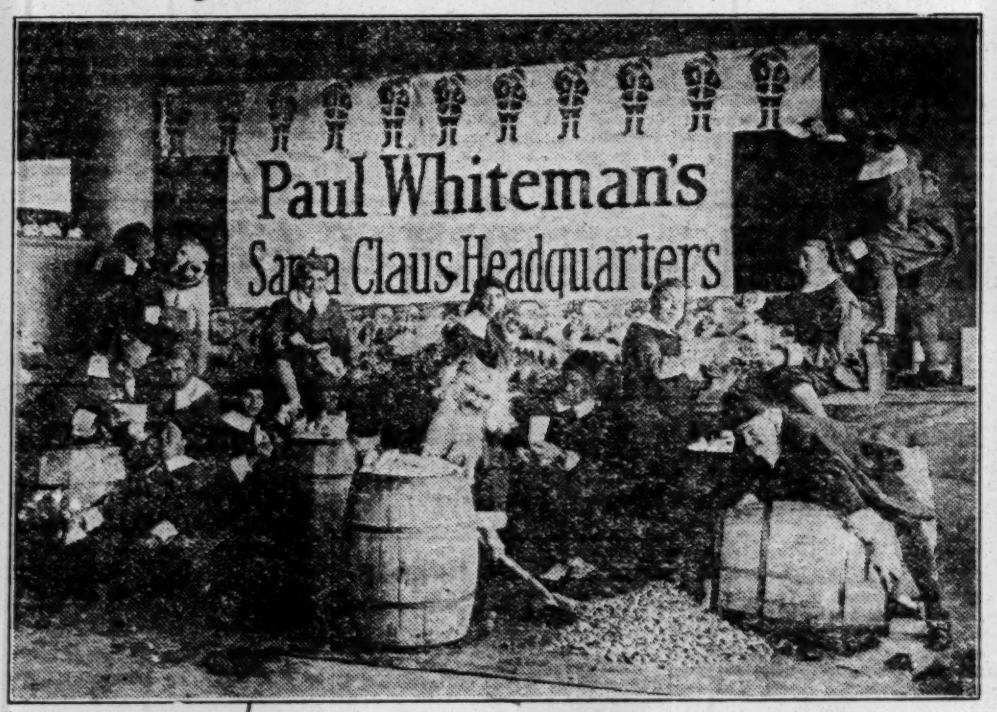
Mrs. Tonina Welb Ayres and Mrs Lillian De Hart Powell, daughters, who were known on the stage as the Adams Sisters, and reside with their father, each one-quarter of the estate.

Mrs. Ayres is to receive her share absolutely. That left to Mrs. Powell who is now 43 years old, is to be held in trust for life, she to receive at the rate of $1,200 a year, and what remains of the principal at her death is to be divided equally between her three children, Rosemary, now 14; Leslie, now 17, and George W. Powell, now 8 years old, in trust, until the youngest becomes 35 years old, when the principal is to be divided equally between the trio.

The gross value of the estate left by Mrs. Adams, who was a cousin of the late William Washington Cole, the latter for many years managing director of the Barnum & Bailey circus, amounted to $203,916.34.

Mr. Adams, without bonds, was named as the executor of the estate, and the Union Trust Company, also without bonds, the trustee for the life trust fund for Mrs. Powell.

Mrs. Adams, who was 73, died at the Manhattan Square Hotel. She was a native of Manchester, England, and at an early age took up circus life with her father, who owned the John Henry Cooke circuses. She came to this country over 50 years ago, and soon afterward was married to Mr. Adams. She retired from the show business over 20 years ago to accompany her two daughters in their tours in a singing and dancing number.



PAUL WHITEMAN
(Santa Claus)
AND HIS ORCHESTRA
(Gnomes)

Shoveling and packing the candy Paul Whiteman presented to the children of New York at Madison Square Garden Christmas Day. The maestro played Santa Claus to several thousand kiddies Christmas afternoon, besides playing all the popular tunes of the day for his juvenile guests.

The New York "World" suggested the plan. Tex Rickard donated the use of the Garden. Paul and his band did the rest.

C. W. Wedge Dies

Houston, Tex., Dec. 27.

Chas. W. Wedge, 35, formerly special agent and press representative for the De Kreko shows, died at his home here Thursday, Dec. 20. His health has been very poor all the year, necessitating him leaving the De Kreko shows about the middle of last season and returning home.

He was one of the few men in America elected to honorary membership in the American Legion, before the Minneapolis convention ruled against the practice.

Chas. W. Wedge was born in Michigan, reared and educated in Superior, Wis. He was buried by the B. P. O. Elks in Elks' Rest, Glenwood Cemetery, Houston, Wednesday afternoon.

RAIL PROBLEMS AND RATES UP

Conference Called to Discuss Reforms at Capital January 9-11

Washington, Dec. 27.

A conference on transportation which will prove of interest to showmen throughout the country has been called by Julius H. Barnes, president of the Chamber of Commerce of the United States, to be held in Washington on Jan 9, 10 and 11.

Special committees of the chamber have been working on reports that will be presented at this conference.

The idea of a conference which would consider the problem of transportation from the national viewpoint was first suggested at an informal meeting, last January, of representatives of various transportation companies and business interests, attended also in an unofficial capacity by Secretary Hoover. In accordance with a resolution adopted at this meeting, the president of the Chamber of Commerce of the United States appointed six composite committees to undertake the study of as many phases of the transportation problem, with the aid, so far as available, of the agencies of the government and of private organizations.

There should develop much informative and interesting matters pertaining to transportation during this conference that will be of aid to the amusement industry to which this subject is such a vital one.

ST. LOUIS LITHO AUDITOR FLEES

Wieland, Auditor for Donaldson, Shy in His Accounts

St. Louis, Dec. 27.

Local dailies, including the conservative Globe-Democrat, give 8-column headlines to the disappearance of Erwin L. Wieland, auditor for the W. S. Donaldson Printing and Lithographing Co., who is said to be shy in his accounts for at least $1,000.

The head of the Donaldson Co., which sells "paper" to circuses and outdoor attractions, says that Wieland, an ex-convict, disappeared from the plant Dec. 3, but was seen in town later and invited to show up and explain his books. He promised to do so, but never appeared.

Wieland had only been with the Donaldson Co. since August, having been acquired when the company took over the Lincoln Press. He had gone to the latter organization straight from a two-year term in the penitentiary, where he was committed for embezzling $10,000 from a stationery company in 1920. His previous record was known to the president of the Lincoln Press, who had made Wieland put up a $5,000 surety bond signed by Edmond Koeln, City Collector of St. Louis.

HALLER IN NEW PARK ON COAST

Plant at Ascot Speedway Covers 126 Acres

Los Angeles, Dec. 27.

Christmas Eve witnessed the ground-breaking for the new amusement park to be constructed in conjunction with the Ascot Speedway, being built by George Bentel.

The park project is promoted by Sam Haller, until recently president of the Pacific Coast Showmen's Association. It will have an enclosure of 126 acres and will be equipped with all the modern amusement devices.

It is planned to open the park July 4.

Construction of the speedway and park will bring to life a section long abandoned for amusement purposes.

In other days when racing was legalized in California, the Ascot track had regular meetings and was one of the big gates of the west. With the repeal of the racing laws, it fell into disuse.

The Selig Zoo is close by the new amusement site.

SLOT MACHINE ORDER VACATED

Police in Brooklyn, N. Y., Immediately Makes Arrests

The injunction originally granted the Triangle Novelty Co., owners of various slot machines, to restrain Commissioner Enright and the police department from interfering with these slot machines was vacated late last week by Brooklyn (N. Y.) Supreme Court Justice Hagarty.

The granting of the injunction originally moved Assistant Corporation Counsel Dolphin to criticise the Supreme Court for allegedly aiding the gambling devices. Justice Hagarty demanded an apology from the attorney, which was soon forthcoming.

Immediately following the vacating of the restraining order the police arrested the proprietors of two restaurants in Brooklyn, N. Y., in which the Triangle company's slot machines were found.

OUTLOOK FOR HARNESS RACING

By GEORGE M. GAHAGAN

Editor "The Horseman"
(The Turf's Leading Organ)

Doubtless, it would shake the credulity of numerous people of this country to be offered evidence that the racing of trotters and pacers is not on a decline. That many believe harness racing is in a decadent stage is certain. How many times has the writer been met with the remark from someone unacquainted with this variety of sport: "I suppose there can't be much work to do, now, in your line. Racing is about played out, isn't it?"

This idea has quite a logical basis, too. It comes from the important fact that breeding has been injured severely by the inroads of gasoline and electrical conveyances. If the interrogator had asked if breeding of trotters and pacers hadn't been sadly run down within the last decade or more, anything but an affirmative answer would have been untrue.

But racing and breeding are two different things, however strongly racing must depend upon those great breeding farms scattered over the country, each year producing a values upon hundreds of thousands price for racing, it was as good as the average, and the breeder disposed of the rest as best he could—some for continuing breeding, some for road purposes and some were used in general work.

Thus did the auto work harm to the breeder when it had passed the fad stage and come into use in a field which we must acknowledge it has occupied with distinguished credit and service to its users.

There came about a marked loss to breeders upon that portion of their production which failed to meet the demands for racing. Breeding declined steadily for some years; very recently, it has reached a stabilized stage, as it might be termed.

As near as can be determined, the production of light harness horses has taken a slight rise within the last two or three years. So rapidly had it declined for a period that writers alive to the inevitable outcome, should this prevail for much longer, warned horsemen of the undoubted lack of material for racing that would come soon.

Harness Racing "Horse Famine"

In a measure, that "horse famine" (speaking from the standpoint of the harness racing kind) came. Many

GEORGE M. GAHAGAN
EDITOR, "THE HORSEMAN"

quota for the sport's utilization in after years.

Race horses, both trotters and pacers, assuredly must be bred, or they cannot be raced. And, with a lessening of breeding, the logical sequence seems to be that racing would decline.

But, there are other factors now affecting the case. A brief statement in this respect may help to clear up what now seems anomalous, in what is decidedly a decline in the volume of breeding, and just as decidedly an added importance to harness racing, if not, indeed, an increase in the same.

Lowering of Horse Value

Any breeder living through the days when the gasoline machine first came into serious conflict with the hundreds of thousands of light harness horses which were used in daily work on streets and highways throughout the country does not need to be told of what that new development worked against the breeding industry. Of course, the auto did not come into public use abruptly—it was two, three or more years getting into a place as a dependable vehicle for public use, but within that period, very certainly there was a serious lowering of of horses that were used for work and pleasure.

In those days there was a great per cent. of the light harness kind which failed to meet the desired qualifications for speed and quality in racing and the by-market which more modest uses provided, made breeding a profitable following. A breeder might produce 20 foals from his establishment, but from that number if one or two proved to have enough quality to bring a high racing associations have been seriously handicapped in securing enough horses to fill their events in late years. This came mostly in states where circuits were lacking, and transportation costs consequently excessive. Thus, we find that Ohio, with more race meetings held than any other state, was favored with large fields even though at one time during the last year there were near to a score of meetings held in a single week within its borders. One reason was that there are many horses owned in Ohio, but the most important reason was that horsemen shipped to regions where expenditures in shipping were low, and engagements assured.

It would be hard to prove to racing men in Ohio that there really was a "horse famine," but out in Kansas, Nebraska, Oklahoma and the far northwest, as well as in the south and some parts of the east, the situation resultant upon the decline in breeding was apparent.

There would have been a much more severe "famine" for racing associations had not another development entered. That development was progress, in the form of intensified trotting blood, raising the percentage of racing material from the breeder's farm high above that of the old days. The breeder now producnig 20 foals per year from his farm will not be satisfied with one or two or three to get to the race but feels repulsed and defeated in his breeding operations if he cannot secure a half dozen, at least. At some of the important farms there has been easily 50 per cent. of the annual products to reach a

(Continued on page 16)

FINANCIAL STATEMENT OF 1923 TEXAS STATE FAIR

Income	
Admissions	$252,701.41
Rentals	33,450.67
Concessions	43,448.10
Per cent shows	39,571.90
Race department	36,940.90
Miscellaneous	12,380.01
Total	$423,492.99
Expenses	
Administration	28,921.51
Attractions	102,175.87
Gates and tickets	21,566.08
General expense	113,956.46
General repairs	18,552.38
Premiums and expenses	56,986.74
Hope Cottage proportion of grand stand receipts	5,084.10
Total	$347,243.14
Net profits	76,249.85

POLLYANNA AND BILL RICE'S LOSS

Journal Called It Winner; His Worst Bloomer

"The W. H. (Bill) Rice Fashion Pageant and Merchants' Exposition, under the auspices of the Elks, opened very auspiciously at East St. Louis Monday evening. Goodly crowds have since been in attendance and for the balance of the week capacity crowds are assured, as Steven Connors' ticket sale is reputed to have reached the enormous figure of 162,792 admissions. An automobile is given away every evening and the fact that the winners must be present is certainly drawing the crowds."

Chicago, Dec. 26.

W. H. (Bill) Rice, after reading the report of the big success of his indoor promotions as reported in a trade paper, remarked: "I don't know where they get that stuff, but all I know is that it was the worst "bloomer" I have ever played. We took in around $12,000 and I personally lost $2,700 on the deal. If that's success, don't give me any more of it."

This is about the first time that any of Bill Rice's indoor promotions have ever lost any money, they have at least already panned out, he says. He has incidentally cut out East St. Louis from his visiting list for any more indoor promotions.

Harry Hall Liquidates His Bazaar Supply Co.

Harry F. Hall, of the California Shows, who operated a carnival supply business besides known as the Carnival and Bazaar Supply Co., 126 Fifth avenue, New York City, has dissolved the business and sold the merchandise at public auction this week.

Hall is liquidating the business in order to give all his attention to the shows. The concern is solvent and his carnival is regarded as a money maker.

REVUE GAINS MORE ATTENTION AS AN ATTRACTION FOR FAIRS

Recent Expositions Seem to Prove That Rural Populations Like This Feature—Growing in Size, Settings and Novelty Features

Chicago, Dec. 27.

Confirming Clipper advices earlier in the year musical revues will be exploited more strenuously this coming season in fair circles, a fact demonstrated in no uncertain manner at the Chicago convention of fair men and amusement interests. The year 1924 will see more big productions and the more general use of the revue as an entertainment feature.

Emphasizing the fact is the entry of several new producers in the field, with attractions based on figures to take care of the medium size fair as well as the state event. The addition of novelties in the way of water shows and other features to show in conjunction with the revue and the promotion of fashion or style shows as program features.

Last season there were more or these attractions given on fair grounds than ever before, more attention paid to them and where the fairs had coliseums or buildings suitable, really pretentious productions were staged with success. Revues draw largely from the class of people attending the county fairs, who are a rural class of visitors and like this feature. These patrons come to the fair grounds primarily to get entertainment that they cannot get at home. They will not leave the grounds to take in the theatres in large cities, but will visit entertainment provided, of a theatrical nature on the grounds, and get in return what they have probably only seen in rare instances before. At the Mitchel Corn Palace this past year, attendance broke all records, showing the increasing popularity of revues. At Lincoln, Neb., the same condition existed, and at Dallas, Texas, at the State Fair, the Coliseum could not hold the people and there was a turnaway nightly.

These three cases are cited as they embrace the north, middle west and south. The cities mentioned are all situated in the center of large corn, grain or stock raising sections of the country, and draw largely from rural districts. In two at least, large theatres flourish, but these do not detract from the revues on the fair grounds, the city population also forming a large percentage of patrons, in spite of counter local attractions.

Arrangements are being made this coming year to provide suitable stages and settings to give revues in the open air, stage mechanism is to be so arranged that suitable presentations can be given in front of the grandstand, with a minimum of time taken in setting up and tearing down of scenery, so as not to interfere with the current attractions in the way of racing or other features.

The stages will be of such a size that the program can be run through in its entirety and all acts engaged given on this space with better results to all.

TEXAS STATE FAIR NETS $76,249

Property Worth $250,000 in 1904, Now Valued at $2,500,000

Dallas, Texas, Dec. 27.

Dates for the state fair of Texas have been set for October 11-26. The fair held in 1923 was the most successful in the history of the institution. Net profits for this, the 37th annual exhibition, were $76,249, according to the report of Secretary W. H. Stratton.

Total revenues of the 1923 fair were $423,492.99, while total expenditures were $347,243.14. A tribute was paid to the business interests of Dallas, which subscribed generously and made the 1923 race meet profitable and possible. It was declared that there was an imperative need for a modern auditorium and strongerly urged the Gaston avenue tract of the state fair property as an ideal location.

Nineteen years ago the value of the state fair property was $250,000. It now is $2,500,000.

GOOD AT TEXARKANA

Golden Jubilee Had Spectacle With 1,000 Concerned

Texarkana, Tex., Dec. 27.

The recent Texarkana-Arkansas-Texas Golden Jubilee held here proved to be a success despite rain the week previous and during part of the exposition week. Attendance was somewhat affected by the dampness, but the presence of Macklyn Arbuckle, who came all the way from New York to attend the jubilee, proved a help.

The exposition took place in the center of the city and was completely under cover. J. A. Darnaby was manager. There was an auditorium seating 3,200 with a stage 60x220 feet on which was presented the historical spectacle in which 1,000 were employed. At the other extreme end of the exposition grounds was a vaudeville stage, where six acts appeared twice each day. There was dancing in the winter garden. The Queens Ball was the social event of the week bringing social lights from all parts of Texas and Arkansas, as well as governors of both states.

WHAT THE WORLD WANTS

Variety-Clipper Bureau,
Evans Bldg., Washington

December 27.

The list of "World Wants" as issued weekby by the Department of Commerce is a lengthy one for the current week. It includes requests from thirty-one countries and the list of articles required by the prospective purchasers run from machinery to toys.

An item that will undoubtedly prove of interest to the canvas manufacturers is a request from Australia for 100,000 yards of canvas. It must be 36 inches wide, 16 ounces per square yard, and not less than 52 yards in length. As previously set forth, it is necessary to always refer to the governmental code number in writing a prospective purchaser, the number applying to this request for canvas being 8719.

Low-priced organs are wanted in South Africa (8706). Another request from this same country asks for tennis rackets (8744).

Toys (8726), jewelry (8726) and novelties (also 8726) are wanted in Canada.

Among the "wants" wherein the seeker of American made goods desires to act as selling agent only is a request from India for confectionery (8693). As there is a long list of requests from this country to which this same number is applied, the writer should make it clear as to just what commodity he has to offer. Some of the articles listed under this same code number being stationery and sundries, toilet requisites and perfumery.

Java is asking for razors and blades, as well as toilet articles, such as soaps, perfumes, hair lotions and talcum powders, all being No. 8759. The Netherlands want cigarettes (8698), while another request for confectionery comes from this same country (8761). The Netherlands are also asking for the agency to sell imitation jewelry (8761) and combs (also 8761).

Switzerland wants radio outfits with a radius of from 300 to 500 miles (8715).

INDOOR EVENTS FOR SOUTH ON

Rogers & Harris Start Dallas Office to Promote Affairs

Dallas, Dec. 27.

Indoor circuses and similar entertainments are becoming increasingly popular in the south, so much that it has been found worthwhile to establish an association to provide adequate means for societies and organizations in this section for the proper promotion of these enterprises.

Nat D. Rogers and E. L. Harris, operating as the Southern Exhibition Association have offices in Dallas and are engaged in several indoor affairs in the southwest.

CANADIAN WAR VETERANS FIGHT ANTI-CARNIVAL WOMEN

Auspices Made Solvent by Shows Defend Them Against Agitation—No Chance for Law Barring Shows, Though Blue Statutes Are Invoked in Some Spots

While a few women are endeavoring to "purify" fairs and abolish carnivals entirely in eastern Canada, it is pointed out that but for the carnivals a number of organizations would be in financial distress. The auspices have at all times reaped a reward on their percentage, and rarely have contributed more than their names.

The Great War Veterans' Association, an organization with branches in practically every city and town in Canada and in all of the larger cities of the United States, has served as the auspices for carnival organizations in many of the eastern Canadian centres. In some instances, what the branches of this organization have secured from their precentage of receipts at carnivals has reinstated the branches in financial solvency. It is a fact that some of the branches were none too well off. And at that juncture the carnival came along and filled the treasury so that all debts standing were paid, and the branches once more placed on their feet. In only one instance did trouble develop as a result of this alliance between carnivals and the members of the Canadian soldiers' association.

Two other organizations that benefited because of being the auspices for carnivals in eastern Canada are the Army and Navy League, which has branches in many centres, and the International Longshoremen's Association, which has locals in all of the waterfront cities of the territory. It has been no uncommon occurrence for one of these organizations to receive $1,000 as percentage from receipts of a carnival, and there was no risk and no expense involved on the part of the auspices.

Naturally, these organizations are opposed to the agitation against the carnivals. The few women who are espousing the agitation have succeeded in reviving the blue laws in some of the centres, so that while it is impossible to buy a bottle of milk, there is a super-abundance of liquor available if one wants to pay the exorbitant prices demanded for bootleg concoctions. That the meddlers will fail to achieve their objective is certain, for they demand provincial and federal laws banning carnivals. And there is not one chance in a thousand of such an achievement.

TEX TRI-STATE ACTIVE

Will Build Mile Track and Increase Stock Displays

Amarillo, Tex., Dec. 27.

The Tri-State Fair Association is building up a complete institution. Seeral acres will be set aside on a new tract recently bought by the fair association for parking space.

A mile racetrack is to be built. Stockmen throughout this area are planning to establish a Hereford livestock display organization similar to the Royal Fair at Kansas City.

HIS DEATH CERTAIN

Carnival Man's Body Identified in Burned Hotel

Houston, Tex., Dec. 27.

It is now certain that Lee Drier, a carnival man, was burned to death in the fire that destroyed the Capital Hotel here Dec. 18 His body was identified.

The fire toll amounted to six identified dead with eleven still unaccounted for. "Les" Driver, listed as a carnival man, a concessionaire by profession, was among the six bodies identified. Jake Newman, prominent in circus quarters as part owner of the Gentry Shows with Ben Austin for several years, had a narrow escape and had to be carried from the burning building by the ladder route.

"Big Jim" Williams, at one time with the Howe's Great London shows, was also rescued from the fire.

HAM AND BOOZE

Concessionaires Are Charged With Bootlegging

San Francisco, Dec. 27.

Something new in bootleg establishments is alleged to have been uncovered at a country store concession on the ocean beach here last week when federal prohibition agents raided the place known as Doc's Country Store, arrested Simon Ottem and Frank Lewis, the proprietors, and seized a small quantity of whiskey.

The Federal agents charged that the concessionaires were selling chances to win a ham or a slab of bacon for 50 cents apiece. The winning premium was alleged to contain a quantity of moonshine liquor. Suspicion was directed against the place because of the unusual crowd of men constantly patronizing it.

MR. PARK MAN

KEEP SANITARY AND STILL MAKE MONEY.

We have installed this master sanitary lock in thirteen hundred principal hotels from coast to coast and every railroad station on forty-three different railroad systems throughout the country. One or two of these in your ladies and men's rest room will not only pay for themselves but are in actual demand. Remember we install these locks, repair them and furnish inspection throughout the park season free of all cost. Ask Mr. A. R. Hodge, General Manager of Riverview Park. Be progressive and write or wire THE AMERICAN SANITARY LOCK CORPORATION, INDIANAPOLIS, INDIANA.

Lease Part of Tex. Fair Grounds as Summer Pa

Crockett, Tex., Dec. 27.

Tom M. Smith of Trinity and J. D. Sims, Jr., of Crockett, have leased a part of the fair grounds property from the city of Crockett for a term of five years. They will maintain an outdoor amusement park, will put in a swimming pool, skating rink and other outdoor attractions.

SHORTAGE SEEN IN OUTDOOR ACTS

Particular Variety of Turn-In Demand to Fit Firework Night Shows

Chicago, Dec. 27.

Stories are current around fair booking office circles that there will be a dearth of really high class acts for the fairs this coming season, and all the agencies are looking for big time novelties and standard attractions for the coming year.

It is the concensus of opinion that the fairs are going more and more into the monetary values of their amusement programs and that there will be a bigger outlay in this direction than at any time heretofore in the fair booking business.

Not alone are big acts in demand, but the night shows will be featured by massive displays of fireworks and spectacles. As shown in Clipper some weeks ago, many fairs that had thought that they could not stand the expense of big spectacles, tried them last season as an experiment, with the result that they were found to be the biggest drawing card to the night show they had ever had, and those who engaged them last year have repeated, and their success has been followed by inquiries from others of similar size, with the result that already many pretentious spectacles have been booked.

Acts that can be used in conjunction with the fireworks spectacles are, particularly in demand, as the system of dividing the "spec" into two parts, and running an olio of acts in between proved very successful last season at the big state fairs and will probably be adhered to in 1924. These acts are of such caliber that their paraphernalia can be quickly erected and easily struck, so as not to interfere with the pageantry and pyrotechnics in the background.

Several of the booking offices have new importations coming from abroad. Europe will have a quota of new acts showing in American this coming year. Australia will be represented and the Orient will have several essentially Oriental features that will be new to fair grounds in 1924.

UP-STATE INDOOR SHOW

Albany Arab Patrol Will Visit Circus

Albany, N. Y., Dec. 27.

The Shrine club of Schenectady, N. Y., will stage an indoor circus and industrial show in the New York State Armory here Jan. 3-12. The circus is being put on under the direction of George W. Johnson Company, of 245 West 69th street, and Charles Sasse, of 800 West 49th street, New York City, is co-operating in the booking of acts.

The circus is in the jurisdiction of Cyprus Temple of Albany, but is being produced under the direct auspices of the Schenectady city Shrine club, it being customary in each principal city within the jurisdiction of a shrine to have a club for that particular city. The lodge system of advertising is being employed and each night is to be devoted to a different order. Saturday evening, Jan. 5, will be Shrine night when the Arab Patrol and band of Albany will visit the circus and augment it with an exhibition drill and concert.

AUTOBIOGRAPHY OF SMALL FAIR

(The brief history of the Owosso fair was written by one of its officials. Clipper is anxious to secure this kind of material. The fair men most in need of information in the form of experiences of other events are those concerned with the county fairs, and it is Clipper's desire to furnish this service. Communications dealing with problems of the smaller fair man and his methods of solving them will be received with pleasure and published in order that such information may receive the widest possible publicity and serve as a helpful guide.)

Owosso, Mich., Dec. 27.

The Owosso fair here has a unique record. Started in 1914 without capital and very limited credit on a matinee race track without grand stand, barns or even a fence when the project first took shape, this fair has gone on successfully through good weather and bad until now after only ten years it has a valuable fair property. A local daily paper in mentioning the great success attained by Secretary Dowling said: "The fair grounds has been run up from a shoe string till one of the best fairs in the State."

From the very humble beginning in 1914 when the fair was little more than a first-class race meeting and carnival, the fair has steadily expanded in its educational branches until now it presents an excellent live stock show housed in good buildings and with a steadily growing premium list. Not only does the fair cater to the grown-ups of the rural community in its classes, but there are plenty of boys' and girls' clubs and the boys winning in stock judging are sent to the State Fair and to the International Live Stock Show at Chicago.

This fair has built up and carried on entirely upon the fair's own revenues. The 1923 fair was a success from the point of its showing the largest and best stock show ever on the grounds and with over 125 race horses on the grounds to furnish one of the best programs offered by a fair in Michigan in 1923. However, the weather broke bad, poured rain all opening day, then with lowering sky it turned to the coldest weather recorded in August for 30 years. Most of the harness events were worked off and all the runs for the thoroughbreds went rain or shine, to the amusement of the crowds. The Derby at 11-16 miles went to the sterling old campaigner Tom McTaggart, who in his day beat such as the Kentucky Derby winner Omar, the great Houless and the flying Pan Zereta.

The increasing attendance, the continued increasing of premiums, the wider interest shown in agricultural departments by local farmers and the increased numbers of stock men from about the State who ship in to compete all have struck local business men with the idea that if this fair can achieve this success on its own merits unassisted, what a fair could be had if the community got back of it to help put it over. So with the slogan of a "Greater Owosso Fair," the Owosso Chamber of Commerce has appointed a fair committee to meet with and function with the fair board with a view of determining the best means to co-operate financially and morally for the building of the best county fair in Michigan.

1924 Plans Aug. 19, 20, 21, 22

A part of the expanding plans for the 1924 fair will be the building of a fine merchants building 60x300 feet, additional stock barns and possibly an enlarged grand stand and saddling paddock. This year a new entrance arch and new offices of stucco construction was built and this new structure brilliantly illuminated at night gives the front a very attractive appearance. A pretty checking and information building of a two-story colonial type was built. A new stallion barn, extension of the water system and the Consumers' Power company built a new pole line throughout the grounds and replaced the old generators with their transformers. Additional land will be taken on and the present agricultural hall moved so as to give a spacious midway.

Every township in the county will be organized to bring out the best agricultural products and stock in the county. The new paved road past the grounds means only a 40-minute drive from Flint, and with Lansing and Saginaw both in short driving distance there is a vast population to draw on and the grounds being but eleven blocks from the heart of the business center of this 14,000 city the night crowds are within easy reach.

FLORIDA'S FAIR SPACE ALL SOLD

First Two Weeks in Feb.; Jones Has Midway Attractions

Tampa, Fla., Dec. 27.

Reports from the South Florida Fair and Gasparilla Carnival to be held at Tampa Fla., the first two weeks in February point to a successful event. Every available booth and space has been arranged for by exhibitors, an interesting program of free acts and events in front of the grandstand have been provided and as usual the Johnny J. Jones shows will provide the midway attractions.

A big Canadian exhibit will be furnished in one of the buildings and the fair will doubtless bring together most of the prominent fair men of the south, with a number from points north and east. Acts are bought for this fair from independent sources principally, owing to the fact that a number of the outdoor features winter in the vicinity and can thus be obtained reasonably.

CANARSIE EXPANDING

New Rides Added to Golden City

Golden City Park at Canarsie Shore, L. I., is already planning a number of innovations for next season. The park itself will be thoroughly renovated.

Several new rides and a swimming pool are among the innovations planned. They are adding 20 new junior Dodg 'em cars. The roller coaster is being remodelled and a "gold mine" is being erected.

The park has taken in the Staley picnic grounds which includes a dance floor. Rosenthal Bros. managers.

CIRCUS MAN'S LOST SISTER-IN-LAW FOUND

O. A. Ray, Syracuse Show Manager, Alleges Plot

Syracuse, Dec. 27.

Pretty Allene Lawyere, 16, who mysteriously disappeared from the Windsor Clifton hotel, Chicago, more than a week ago, has been found. O. A. Ray, circus promoter and brother-in-law of the girl, came here from Chicago a week ago and has been stopping at the Onondaga hotel. He received a wire from his wife today saying the girl had been located with friends.

Ray says these friends are to blame for the girl's absence, alleging they wish to marry her to a son in the family in the belief that Allene's family has money.

"A daughter who has been friendly with Allene is a movie aspirant," said Ray, "and through this friendship Allene has been deceived. I interrupted several meetings between Allene and the son when we were living in Chicago, and I learned she used another address to receive mail from the boy.

"My wife's wire said Allene was in a daze when found."

Ray expects his wife and the girl to join him here in a few days and remain until after the Tigris Temple Shrine circus which he is putting on.

Steveson With Big Show?

Houston, Texas, Dec. 27.

"Les" Steveson, formerly special agent for the Wortham Shows, is making Houston his headquarters for the time being. He says he will be with the side-how with the Ringling Bros.-Barnum and Bailey circus next season.

GOOD WILL IN THE SHOW BUSINESS; FROM THE BRIEF BY JOHN M. KELLY

(A continuation of the brief submitted by Counselor John M. Kelly in the matter of the estate of Alf. T. Ringling.)

The point made in this brief by Mr. Kelly that good will in the show business can not be appraised on the book values of a going business was upheld, with a decision favorable to the estate and Mr. Kelly handed down.

The late Alf. T. Ringling was a partner in the enterprises of the Ringling Brothers, among which is the Ringling Brothers-Barnum and Bailey circus. Mr. Kelly is the legal representative.

Not only is the Kelly brief the only complete resume of circuses in this country but it is accepted by attorneys in general as a model of its kind and a precedent.

The subject of good will as to its substantiality to be evinced by value in the peculiar temperamental show business where personality or individuality counts for so much, and can not be substituted for, had never previously been made the object of a legal document.

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(Continued from last week)

Mighty Haag Shows. For a number of years this circus operated successfully as a wagon show throughout the south. The owner, Ernest Haag, in 1910, enlarged the circus and made it into a railroad show. He continued to operate the railroad show until 1914, having enlarged it to a 14 car circus. As a railroad show under the same management it proved a dismal failure. It was closed out, the railroad equipment going to a carnival company. Haag went back to the old wagon show and continued with moderate success.

The point of greatest value a showman can learn is to recognize his limitations in the size of show that he can organize and successfully operate.

Sun Bros. Circus. Operated successfully for years as a wagon show under management of George and Pete Sun. From a wagon show they built up a railroad show and for several years operated with fair success. George Sun died, leaving his brother, Pete, the surviving manager. With George out of the show it failed after one or two years' trial. At the close of the 1918 season it was sold out piecemeal. No purchaser could be found for the name or title. The name, always valuable to George Sun, was of small worth to anyone else, not even his surviving brother.

While George Sun was always looked upon as the leading showman, yet no one could say that the success of the circus was due alone to his personal skill until he died and the surviving brother undertook to fill his shoes. The good-will interest of the deceased George Sun was of little value.

M. L. Clark & Sons Wagon Shows. A widely known and well recognized attraction as a wagon show. From a wagon show it was put out as a spic and span railroad show under the same name and management. It did not last the season through.

Palmer Brothers Big Three-Ring Wild Animal Circus. Operated by Backman & Tinsh for several years as a two-car show with success. Palmer, for many years identified as employe with big show attractions, formed a partnership with Backman & Tinsh, and together they put out (1921) a ten-car show under above name. Despite experience and management the show went the way of the majority—failed, sold by the sheriff, losses heavy.

Wiedeman Shows. Wiedeman started with a one-car show and successfully went along building up his organization until he established a ten-car show. This he conducted successfully for several years, when his ambition led him to put out a twenty-car show. This was an utter failure.

Campbell-Bailey-Hutchison Circus and Wild West. 1920-1922. The men who equipped and put out this show in 1920 had been identified with various large successful circuses all their lives. They had experience in every department of the circus business. They put out a new railroad show and appropriated to it the names Campbell - Bailey - Hutchison—names famous in the circus world for half a century.

If there is any value to good will or name in the circus business it would have been evident here. The show was a failure from the first. Its owners stressed every effort to keep it on its legs and bring to it success. They took in a new partner and added capital, but before the close of its third season, it passed out, with creditors sharing in the distress.

Walter L. Main Circus. William Main, father of Walter L. Main, established under his name the circus as a wagon show. When the son, Walter L., reached his majority he, with his mother, took over the management of the circus. For the first two years the show went out under the title William Main Shows, Walter M. Main, America's youngest showman, sole proprietor. After two years or so the title was changed to "Walter L. Main Circus." This circus went on rails in or about 1887. In the hands of Walter L. Main the circus had a sort of hard-picking success—a few good years, many that were lean, coming finally to financial embarrassment. For one season W. E. Franklin, an experienced showman, was identified with the management. Franklin withdrew. For a time, with varying degrees of success, Walter L. Main kept out the circus, finally disposing of it by piecemeal. After several years' retirement he put a show together and painted his name on it. This show has in recent years been operated under the exclusive management of Andrew Downey, in whose experienced, capable hands it has continued a successful enterpirse in its class.

Young Buffalo's Wild West and Texas Rangers. Organized and put out by Colonel Seaver, featuring the name Buffalo. He equipped a model 21-car show, well organized with good attractions. It lasted through 1910 and 1911.

The next season (1912) found the outfit moving with two important additions—it added another colonel and another name.

Young Buffalo's Wild West and Colonel Cumming.' Great Far East Combined. 1912. Colonel Seaver and Colonel Cummings proprietors.

Believing that there is something in a name, the next year found the outfit with an additional prefix—

Vernon C. Seaver's Hippodrome, Young Buffalo's Wild West and Colonel Cummings' Far East. 1913-1914. Same proprietors. Although distinguished by colonels and embellished by titles, the venture never was a success. It came to the hands of receiver July 28, 1914.

Frank A. Robbins All Feature Shows. 1906-1915. Frank A. Robbins built up from small beginning a successful railroad circus of the 15-car class. It was well equipped, carried a valuable menagerie and for a number of years was fairly successful. In the last analysis it was a question of management. He built bigger than he could handle. He gradually cut down and cut down to keep going. Finally the show was sold by the Erie Lithograph Co. to satisfy claims of creditors.

Sangers Greater European Circus. This had been the circus supreme in Europe before the entry of Barnum & Bailey. In 1911, Mugavin & Bowers put out a well-equipped railroad circus under this title. After three years' trial under their management in the best show territory it proved a failure. Its former good will and its name had no transfer value. During the third season while on the road the title was stripped from the circus and in its stead appeared the name Robinson's Famous Shows.

Harris Nickel Plate Shows. For years under the management of Harris, the builder, the circus was a success in the 10 to 15-car class. It enjoyed a good reputation and made money.

Harris died. His estate, through experienced management (for years identified with Harris), undertook to continue the show. It dragged along for a year and failed (1904). Closed out to Wm. P. Hall for a fraction of its cost.

Welch Bros. Circus. Two brothers from a small beginning with a wagon show built their circus up to the 15-car class. It was a successful enterprise up to this point. Then it ceased to make money. Reducing it again to old standards, they tried to stem the decline, but show was finally closed out September 15, 1915.

Sig. Sautell's Circus.

Sig. Sautell's Nine Big Railroad Shows. First built as a canal boat show. Outgrowing the canal boat and wagon show class it was made into a railroad circus and slowly built up to a prosperous 25-car show. Then came the mistake common to so many showmen of building beyond the capacity of the management.

The outfit was finally purchased by J. T. McCaddon (brother-in-law of James A. Bailey), a man well trained in circus building and management. He fitted out this circus and shipped it to France. Its failure abroad was so complete that it was utterly abandoned on the lot at Grenoble, France.

Sautell individually and with various combinations afterward tried to re-establish the circus under the old name in this country. It went out in 1913 and 1914. Failed July 31, 1914. Taken over by Louis D. Thilman. After nine months on the road the outfit "broke" him. Creditors closed the show Oct. 2. It finally came to the wrecking house of William P. Hall.

The Great John O'Brien's Shows. In its day second to the Adam Forepaugh Circus. This institution died in 1889 after having been before the public for a generation.

Bob Hunting Shows. The history of this show parallels somewhat the La Pearl Shows. Hunting was first a performer. His family were performers and his whole life was spent in the atmosphere of tent shows. From a small beginning by the piece by piece method he built up a twelve-car show. Then he built beyond his capacity to handle—and circus history listed another failure.

Later in other hands also the show under this name went to pieces. No good will value.

G. W. Hargreave Circus. Once a good show enjoying a fair measure of success. In the hands of purchaeers it went quickly to pieces. The reputation of the show, its success, its name and its experience counted for little in the hands of new management.

John S. McMahon Shows. The McMahons built up their show to fifteen cars. For a long time—1881-1898—while operated by the McMahons this show met with dependable success in its field on the Pacific coast.

After the death of the McMahons the show in the hands of the estate and survivors was a failure.

Davis & Talbot. In 1887 went out as a new, well-equipped twenty-five car railroad show—in those days a big show. It did not last the season through. Seized by the sheriff—sold on attachment at a sacrifice.

Mollie Bailey Shows. The Mollie Bailey Shows was established beyond any other amusement feature as a small-town attraction in Texas and the Southwest. She first put out a wagon show. Her children were brought up on the "lot." They participated in the show, were musicians, performers and generally useful. Later Mollie Bailey Shows became a two-car railroad show. The boys grew to manhood in the business, married and with their wives participated in the performance and management, with Mollie Bailey always the managing head. Mollie Bailey perhaps was identified with her circus twenty years or more. She died in the business. Her sons and their families, after her death, continued the same show under the same name in the same established territory. They were dismal failures. The property that Mollie Bailey circus had accumulated was dissipated in fruitless endeavors to keep the show going. The Mollie Bailey show finally died on the lot.

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MURPHY AID HAS PARTNER

McLindon and Terrell to Take Out Show

Albany, N. Y., Dec. 27.

R. F. McLindon, secretary to the J. F. Murphy shows for a number of years and well-known in the carnival and circus business has formed an alliance with Tom Terrell and will organize and take out in the early spring of 1924 The World's Fair Home Show, Inc., opening in Albany with a street show for the West End Business Men's Association in April.

McLindon will organize and manage the show while Terrell will take care of the advance work. The carnival will play eastern and southern fairs. The company will be incorporated at a capital of $10,000.

TERRELL'S INDOORS

Cincinnati Showman Has Two Auspices Events

Albany, N. Y., Dec. 27.

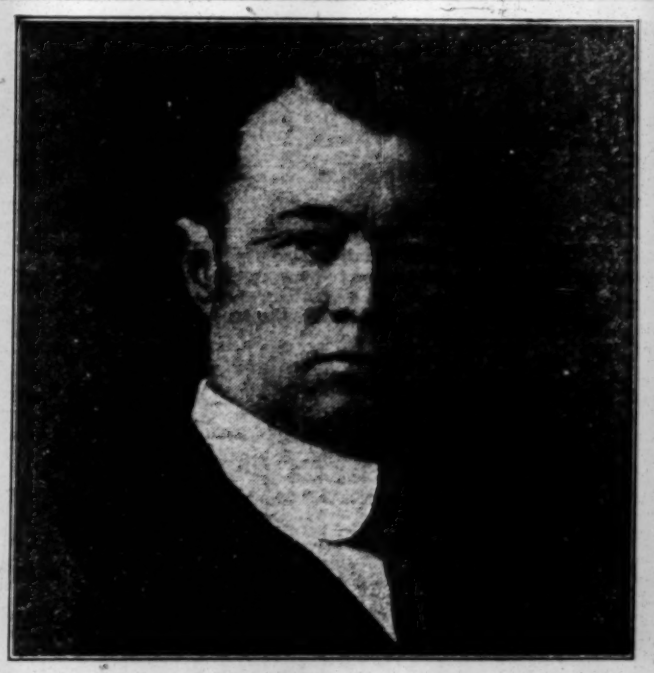
Tom Terrell, of Cincinnati, who produced the indoor circus at Albany, N. Y. in November for the Veterans of Foreign Wars, is staging an indoor circus and trade exposition at Troy, N. Y., Jan. 12 to 19, 1924, under the auspices of the National Guard and Troy Chamber of Commerce in the armory of that city. The circus will be advertised by 6,000 sheets of poster billing which is the same amount of paper employed by the big top shows. This constitutes a unique departure in advertising of an indoor show. The Chamber of Commerce is co-operating without profit to itself.

Among the acts billed for the Troy circus are the Moulin Family elephant act; Mulvanos Arabian Stallions and Dogs; the Clarkonians riding act; the De Marbos; Buck Baker and his troupe of clowns; Charles Siegrist casting act and the Silver Lakes aerial act.

The five Eastern Star Lodges masonic lodges of Albany have engaged Terrell to produce an indoor circus for them at some date subsequent to the Troy show. A tentative date of Jan. 21-26 has been postponed due to difficulty in obtaining a building.

WITT'S CUBA TRIP

Joseph G. Ferari has shipped a tunnel railway to Harry Witt of the Coney Island attractions, which company is now playing the South American Republic. Harry ran into some tough breaks in the weather at Havana, but in spite of this managed to pull out about even.



JERRY MUGIVAN

One of the best known showmen of the all outdoors.

Senior member of Mugivan, Bowers & Ballard (American Circus Corporation), with the firm operating several circuses, Mr. Mugivan is an extensive operator.

Surrounded by an unusually capable staff, the firm is credited, partially through Mugivan's aggressiveness and enterprize with launching their business ventures into the front rank of showdom.

Mr. Mugivan's picture is not easy to obtain. For a while it seemed to be a secret, but the above photo was finally dug up.

A PAGE OF PRAISE FOR

B. F. KEITH'S NEW YORK HIPPODROME

From New York's Great Critics and Great Newspapers on the Day Following the Greatest "First Night" in History.

DECEMBER 17, 1923

JOHN CORBIN
"N. Y. Times"

"The Hippodrome comes back. It was a joy quite literally indescribable—words fail. Thanks to E. F. Albee, it is now Keith's Hippodrome and wide open for the Xmas rush of joy."

M. A. GOODRICH
"N. Y. TRIBUNE"

"Hippodrome is to remain as one of the bulwarks of the nation—gala bill—the delight of every child—a distinguished audience—midget stars of 'Toyland' win triumph, dwarfing grown rivals and delight youngsters who visit basement in Hippodrome."

LEO POLLOCK
"N. Y. EVE. JOURNAL"

"Hippodrome is marvel of beauty—a clearing Toytown will send all the children into ecstasies."

QUINN MARTIN
"N. Y. WORLD"

"Dedicated with great gusto, merriment and melody to the muse of E. F. Albee—magnificent ivory and gold palace."

ALAN DALE
"N. Y. AMERICAN"

"Hippodrome makes bow under Albee banner—gorgeous—everybody was there—testifying to the Keith reputation."

E. W. OSBORN
"N. Y. EVE. WORLD"

"The big playhouse is a beautiful thing—the Keith Hippodrome is the 11th wonder of the world. In the new Hip vaudeville has its Metropolitan even as the grand opera has."

EDITORIAL
"N. Y. TIMES
December 19th, 1923

"People are laughing again in the home of laughter; they are besieging the doors as of old; and it may interest those reformers who think the public is panting to plunge into whatever obscenity is offered that the police have to handle the crowds around the ticket window of a show whose purity is unassailable."

FRANK VREELAND
"N. Y. HERALD"

"Hippodrome opens in ivory and gold with vaudeville—most distinguished audience—pomp and panoply of a royal entertainment—Julia Arthur reads President Coolidge's letter of congratulation to Mr. Albee."

B. F. Keith's Christmas offering to Vaudeville is the newly-constructed Keith's New York Hippodrome, where each week Vaudeville Artists will be employed, adding another week to their route.

E. F. ALBEE

EDWARD E. PIDGEON
"JOURNAL OF COMMERCE"

"Most representative gathering ever assembled anywhere on a first night. 'Toytown' is a permanent paradise for the kiddies."

H. Z. TORRES
"N. Y. COMMERCIAL"

"Opened in a blaze of glory—opulantly beautiful—It was a joy—a paradise for the children—B. F. Keith's Hippodrome, upon which E. F. Albee has lavished all his genius for theatre building."

LEO A. MARSH
"N. Y. TELEGRAPH"

"The Hippodrome is the wildest Xmas dream of the most imaginative child realized. It is a wonderland of fantasy, a treasure house of joy and its like has never been seen before. Bill is the very essence of vaudeville."

JAMES CRAIG
"N. Y. EVE. MAIL"

"The Hippodrome is saved—reopened with tributes from Coolidge, Smith and Hylan; an opulent, costly, colorful, superlative procession of vaudeville talent—a cross section of fairyland populated with Lilliputian men and women in the basement called 'Toyland.'"

STEPHEN RATHBUN
"N. Y. EVE. SUN and GLOBE"

"Gala occasion is national thanksgiving day for theatregoers. 'Toytown' in itself is worth the price of admission—The Hip is with us once more. Let us rejoice. This 'National Institution' received an official White House blessing."

FAY KING
"N. Y. EVE. JOURNAL"

"You'd hardly know the place, it's been so prettied up. Xmas holly, red and gold and white, until you'd think you had crawled right into a big Xmas cake. And 'Toytown'! Ah! what a treat for the kids! A little miniature city—Main Street—Everything—be sure and bring the kids early, so they can have a nice time down in 'Toytown' before they sit in for the show! The bill is a wow!"

CHAS. PIKE SAWYER
"N. Y. EVE. POST"

"Hippodrome delights—'Toytown' is a really delightful place—elaborate—remarkable—enjoyable."

S. JAY KAUFMAN
"N. Y. EVE. TELEGRAM"

"A vaudeville theatre with an eye to children of all ages up to ninety. The Hip remains an institution and Keith vaudeville deserves several thousand kind thanks for this."

JAMES L. METCALFE
"N. Y. WALL STREET JOURNAL"

"Mr. Albee has saved the Hippodrome. Patrons will find the conveniences of the house increased and equipped gorgeously, but in good taste. No New York child should be permitted to grow up without seeing 'Toyland,' the most notable addition to the old attractions and a complete realization of every child's dream of life in miniature. Any kiddy privileged to wander through these alluring precincts is likely to go to bed with happy thoughts and perhaps a mention of St. Albee in his prayers. Everyone is bound to visit the recreated Hippodrome."

BURNS MANTLE
"N. Y. DAILY NEWS"

"Appeals to all members of the family—a great, big, handsome playhouse."

ROBERT GILBERT WELSH
"N. Y. EVE. TELEGRAM"

"Bigger 'Hip' and better, too—innumerable startling attractions—celebrities from every walk of life were out in force."

KELCEY ALLEN
"N. Y. WOMEN'S WEAR"

"Opened in a blaze of regenerated splendor—a new and gorgeous arrangement—miniature city and irresistible attraction."

15 YEARS OUTDOORS

By E. F. ALBEE

There doesn't seem to be anything that interests readers of periodicals more than the early struggles of men who have been successful in life. In most every case those who have attained these positions have come from very humble surroundings, and passed through all the vicissitudes of an early struggle to gain a foothold, and by application, whether it be in training the mind or energetic development of any business chosen for a future livelihood, there must be that unselfish devotion to the principle and to acquirements in the service to be rendered; hours must not count, days are tolled off without knowledge as to whether it is Monday or Saturday; the great burning desire to accomplish something permeates the entire mind and body of those who in after years have reached a position of importance.

I have been asked to write of my early life and my impressions of my chosen profession for Variety and Clipper. From 12 to 15 there wasn't much of anything I didn't do. Like most boys, I sold papers, worked in stores of divers kind, and at 16 I joined the Barnum shows. What an experience! I traveled all over this vast country, visiting new sections and new towns every day. There were few week stands.

In those days New York was never considered, except in the winter time. We showed for a day in Jersey City, Brooklyn, then Boston, Philadelphia, Cleveland, Chicago and all of the big cities and most of the middle-sized towns, even to the smallest villages, where those who came to see the show traveled—some for two days—and camped out waiting for the show to arrive. This was more prevalent with the wagon shows than the railroad circuses.

I remember the first wagon show I traveled with—Burr Robbin's. I joined it in Findley, in the southern part of Ohio. It was at the time when natural gas and oil were discovered there. Oil City, with its bustling, thriving, pulsating activity was more like a rich mining camp where gold had been discovered in great quantities. Houses were built on stilts and it resembled more a village in the Black Hills, which I visited in later years, when mining was the principal occupation there.

We traveled at night. The elephants would start first. The distance from one show place to another with a wagon show was from 25 to 30 miles, and from 50 to 60 miles on Sunday. We would start out early Sunday morning, after the Saturday evening show, and travel all day. A man always preceded the show and laid out the route. A rail fence was an indication of the turn to the right or left. It was placed in the road in such a position that it would guide the show wagons which came along the way to turn. We usually stopped on the outskirts of the town we were to show in, generally by the bank of a river or stream of some kind where the wagons could be washed, and the place would indicate more than anything else a gypsy camp at the break of day. All kinds of contrivances for shaving were used, and after everyone had polished up their clothes and shoes and made themselves generally presentable, and breakfast was over, the parade would start.

Riding on a Mule Wagon

The first night I joined the show I was assigned to a wagon that had a couple of mules hitched to it. There wasn't any room inside the wagon for me to lay down, so I was obliged to sit on the driver's seat. I had a light derby hat and a short light Melton overcoat that just about came to my hips, and inasmuch as I had just come from the Barnum show in Canada, I felt quite a sport and was looked upon with some envy by the show folks. After riding all night with nothing to cover my knees, the driver going nine miles off the road and the old mules getting balky, by the time the sun started to rise and I commenced to thaw out, for I was half frozen, I was a wilted proposition.

I had a very exciting experience a few days after I joined the Burr Robbin show. We camped on a lot that was separated from the main street of the town by a river, I should say about five or six feet deep, with an easy embankment running up to the show lot and also to the main street, which was all there was to the town. Everyone in the circus took part in the parade. My assignment was to ride a camel with a frog's suit and a frog's head. As some part of the parade would always lag behind and then start to catch up, the camel would start to run or to amble, so that all I could do was to hold on to the saddle, and with the frog's head turning this way and that way, I was never able to see where I was going except when the camel would get into the regular stride, and I could release my hands from the saddle and adjust the headpiece.

After leaving the circus lot, passing over the bridge and parading up the main street, we came abreast of the circus lot, when the camel started to amble, the frog's head commenced to turn this and that way, and I felt myself going down the embankment, and then my legs were encased in water and the camel commenced to bellow. I finally decided he might want a drink, so I released the reins that went over the crosspiece, which is on every camel's saddle, and he drank and then leisurely wended his way up the circus lot, leaving the parade to take care of itself.

Of course, I was the butt for hilarity from the townspeople who were viewing the parade, and the kidding which I received from the members of the show was such that a newcomer's life was not made very pleasant.

However, it was a wonderful experience, driving over roads, hills and mountains; fording streams in the early hours of the morning, the clear, bracing air and the excitement of it all for a boy was an experience not soon to be forgotten.

Full of Enthusiasm

The die was cast, I was to be a showman, and I entered into the spirit of it all with the enthusiasm of a youth of 16. I traveled with every principal circus, in every state, and in my opinion the advantages gained which fit a man for later years in business cannot be found in any other calling; nor the divers experiences which one encounters in traveling with a circus—the novelty, the practical, the contact with all classes, the knowledge of the condition of the country, its finances, its industry and its farming. Every phase of nature is experienced, the laws of the different states, cities, villages, towns and boroughs, the different methods of applying these laws to practical living.

I remember traveling through Missouri when the James and Ford boys were alive. I later visited Jesse James' house where he was shot. I went through towns that had no court house, selectmen or laws, excepting the law of righteousness and decency. An evil doer in these towns was reprimanded by his neighbors, and in these communities there was less crime than in places where all the majesty of the law was exercised. There was plenty to observe, plenty to learn, and if one was inclined to take advantage of studying human conditions in all phases, traveling with a circus gave one the opportunity.

A Happy Lot

We were a happy lot, all interested in each other's affairs, generous to a fault, and if you want to know how show people were taken care of when they met with misfortune, or were ill, let me say no greater example of human kindness, generosity and motherly love could be experienced anywhere. The women with the show, by their constant traveling, had become practical in nursing. They had a cure for most everything and they applied it with practical common sense. I remember being taken ill in De Butte, Iowa, with a congestive chill. I was taken upstairs in one of the hotels. It was in the morning, before breakfast. Two doctors came and each injected morphine, which didn't improve my condition.

Mrs. Lake, mother of Emma Lake, one of the greatest of high school horse riders, the horse she rode (a black charger) was given her by Buffalo Bill (Wild Bill's partner) was Wild Bill's widow, he having died some years previous.

Buffalo Bill and Wild Bill were companions and partners for years in their scouting expeditions throughout the west. Mrs. Lake came into the room and ordered everyone out. She then took me in hand as she had taken many a man, woman and child in hand who were ill in the Black Hills and in other sections of the far west in traveling through that part of the country with her husband. The first thing was a big mustard and meal plaster on my stomach and then a glass of hot mustard water. It wasn't long before there was a reaction. The blood commenced to surge through my veins and in a few days I was myself again. What would have become of me if she had not been there, I am not prepared to say. A congestive chill is nothing to be trifled with, and instead of morphine it needs a reactionary treatment. No one could have been taken care of more tenderly than I was. A man was left behind (one of the prominent men of the circus) to see that I came through all right.

There was always little tender expressions of companionship and loyalty which the circus folks had for each other. The grooms, the men who were termed "razorbackers" (a show expression) who loaded the train, the canvassmen who erected the tents and all the heads of the departments were men of strong character and great experience in traveling. They were fearless under all circumstances. Many a time when there was a railroad wreck, or a tremendous storm when the tent was lifted bodily from the ground and the people were left sitting on the seats, there never was a panic, for these men were schooled and disciplined in coolness and courage, and their deliberate and quick action during these trying experiences gave everyone confidence and stilled their fears.

15 Years' of Travel

The great experience gained in my 15 years' of travel with these different outfits not only gave me a good foundation for hard work, but sharpened my wits and gave me a broad view of life which has helped me through many a serious condition. The circuses of today, while more elaborate, have no better entertainers. The greatest artists of the world traveled with these shows, including Madame Dockrell and James Robertson, the great bareback riders; John Bachelor, the great leaper; the Stokes family, etc. We then had one ring.

John Ringling of the Ringling Brothers' Circus foremost circus men of today) with their three-ring circus, their three platforms and Hippodrome track has kept strides with the tremendous development of the United States in all its vast territory.

The past 40 years have been filled with the wonders of the world. Wireless telegraphy, the telephone, aeroplane and other equally important improvements have been thought out and put into operation during this time, and the show business has increased in popularity and importance in the same degree.

I loved the circus days, and I love my present work. God willing, I shall add a few more monuments to the B. F. Keith Circuit in the way of magnificent show houses. Outside of this, what years I have to live will be devoted to the standard and ethics of the vaudeville part of the theatrical profession.

To all branches of the theatrical profession, I send greetings for a Joyous Christmas and a Very Happy and Profitable New Year.

TRACE FAIR MONEY

Mo. Appropriation to State Fair Said to Have Gone Into Wrong Hands

Kansas City, Dec. 27.

A claim for $3,500 in favor of the Stephens' Printing Company, of Jefferson City against the Missouri State Fair Board, is being aired before the attorney general. It is claimed that the money was paid to the fair board by the state treasurer but that the money never reached the printing company.

W. H. Powell, treasurer of the state fair board, to whom the money was paid, has informed the attorney-general that the money was deposited to the credit of the fair board fund and was later disbursed by a former secretary of the board. It is claimed the money was used in paying other claims than that of the printing company, for which it is claimed it was intended.

Entertainer Drowned

San Diego, Dec. 27.

The body of a woman who was accidentally drowned at Tijuana Hot Springs several days ago has been identified as that of Mrs. Marie Graham, a Tijuana entertainer.

Mrs. Graham was forced to go to work in a Tijuana dance hall to support herself while her husband, Robert Graham, was serving a jail sentence for violation of the prohibition law. She is survived by a former husband, A. Spar, of this city, and two boys, one 10 and the other 12, said to be living in Coronado.

GRANDSTAND TALKERS

Magniphone Being Installed at Fairs to Simplify Announcing

Chicago, Dec. 27.

The loud speaker is being generally installed at the principal State and District fairs throughout the country for the purpose of making announcements clearly heard in all sections of the grandstands and bleachers. By its use the results of races, musical numbers and all general information is given and it is possible for everyone in the grandstand to hear all the announcements and musical features clearly as far back as the last row of the bleachers.

FINANCING FAIR WITH $200 NOTES

Flotation of $20,000 Payable in Four Years $2,000 Already

Watseka, Ill., Dec. 27.

Directors and stockholders of the Iroquois County Fair and Breeders Association voted an issue of 100 notes of $200 each due in four years to meet the indebtedness of the association, amounting to $20,000. The notes are to be taken up by stockholders with $2,000 having already been subscribed and a promise from the 50 stockholders present that a similar amount would be signed for this week.

Secretary F. M. Brockway gave the following reason for the indebtedness: "Before the present fair association had purchased the fair grounds from Wm. Coney he had already deeded it to his heirs. The youngest of these heirs will not be of age for four years, so, instead of a deed to the fair grounds the association has a contract for the deed.

"The indebtedness is not due to mismanagement or failure of the fair, but is the amount expended for extensive improvements. The banks of Watseka hold most of the notes and the association feels it to be a more just and equitable way for each of the 800 stockholders to help bear the burden rather than the banks, until a straight mortgage loan may be made.

PARKER PICKED FOR BATAVIA OFFICE

N. Y. Fair Commissioner Named Secretary Despite Opposition

Syracuse, N. Y., Dec. 27.

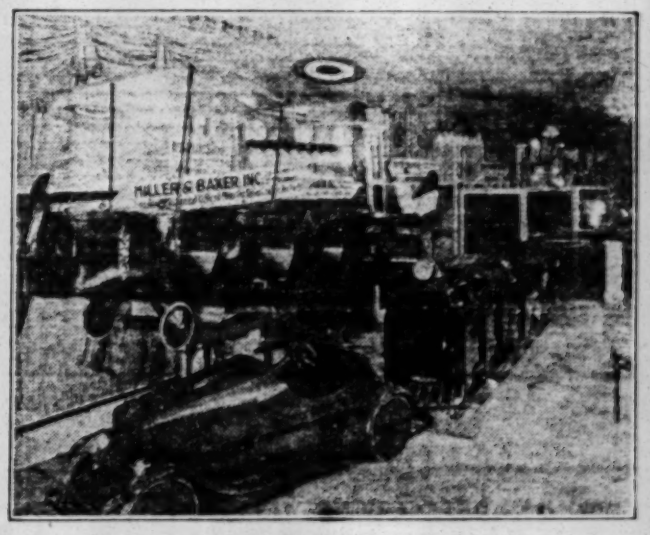
Fred B. Parker, New York State fair commissioner, in charge of amusements, will serve the Batavia fair as secretary for another year in spite of hed-hot opposition from forces within the Genesee County Agricultural Society.

Parker was re-elected over Albert E. Brown, recently of the bureau of farms and markets in Albany, and a former secretary of the fair. Brown's candidacy was advanced by many who claimed that the present management permitted games of chance at the fair. Mr. Parker, however, won out by a vote of 234 to 78. In addition to his duties as secretary of the fair he is a member of the State Fair Commission and chairman of the Republican county committee, and member of the Republican state committee. President Reed is a member of the board of supervisors from Oakfield and a farmer.

Loren L. Reed, of Oakfield, was elected president of the fair. Other officers elected were: Charles F. Wood, of Bethany, first vice-president; Cyrus W. Carrier, of Corfu, second vice-president, and John C. Oratt, of Batavia, treasurer.

The financial side of the fair was shown by the report of the treasurer and was a good one. The total receipts for the year just closed amounted to $90,158.34, and the profits for the year were $12,827.14. The total assets of the association are $300,000, on which there is a bonded indebtedness of $50,000, which the fair reduces at the rate of $6,000 a year. Other liabilities are about $40,000.

The total paid admissions to this year's fair was 51,402. A table presented at the meeting of the associated fair managers shows that the Batavia fair is thirteenth in attendance in the United States.



MILLER & BAKER RIDES

This is the attractive manner in which the company displayed some of its leaders at the Park Convention in the Drake Hotel, Chicago, during "Showmen's Week."

Six-passenger airplane, with the American insignia, was the leader, with the taxi and miniature train close up in appeal.

LARGEST CAT SHOW

K. C. Decides to Make Heart of America Event Annual Occurrence

Kansas City, Dec. 27.

The Heart of America Cat show, which closed here Saturday night was the largest ever held in the United States. Entries were present from all parts of the country and the attendance was larger than the promoters anticipated.

On account of the interest created by the show it is now the intention to hold the international show here next year.

The exhibit was given under the direction of the Heart of America Cat Society. Mrs. W. P. Ladd is honorary president.

Conventions Boomed Kansas

Kansas City, Dec. 27.

In a report made by the Convention Bureau of the Chamber of Commerce, of this city, it is shown that 195 conventions were held here in the fiscal year 1922-23. The meetings brought 135,000 strangers here, staying three and a quarter days each, and spending over $1,500,000.

Kansas Chicken Show

Salina, Kan., Dec. 27.

The Golden Belt Poultry and Pet Stock Assn. will hold its annual show Jan. 16 to 19, 1924, in the new $30,000 Memorial hall here. This hall is said to be one of the most modern and up-to-date exhibit buildings in the entire state of Kansas.

IOWA FAIR STATISTICS

Chicago, Dec. 27.

Clipper is enabled to give authentic reports of the price of concession space obtained at the various Iowa fairs, together with the amount sold at each fair during the season of 1923, also the amount of fire and tornado insurance carried at each fair, what the premium was, the amount collected or not, with the losses if any at all of the fairs.

The name in the first column is the name of the county, the second the city or town and the other columns explain themselves. The number of fairs playing carnivals is also given, but this list is liable to be considerably increased in 1924, as the association has gone on record indorsing the Showmen's Legislative Committee, and many fairs who have hitherto not operated an organized carnival company on their grounds will install their midways with this feature this coming year, only those shows endorsed by the Legislative Committee being considered in any part of the circuit.

Canton, O., Eagles Show

Canton, O., Dec. 27.

It was officially announced here this week that the Canton Eagles lodge will offer an indoor circus here the week of February 25.

The city auditorium has been engaged for the circus, one of the best indoor circus buildings in the middle west. Knisely Brothers, Akron and Barberton circus promoters, will have charge of the show here and promise 15 standard circus acts.

This probably will be the only indoor circus here this winter, the Grotto having dropped the idea because of the large amount of work involved. The Grotto offered shows here in 1922 and early in 1923.

DEVICE GAUGES PULL OF HORSE

Chicago, Dec. 27.

With horse pulling contests becoming increasingly popular at fairs, a device has been perfected by Professors Davidson and Collins of the Ames Agricultural College, Iowa, which will measure the pulls in tractive pounds and these units can be transferred to actual pounds of pull by the following comparison.

It takes 820 tractive pounds pull on a six ton load of coal to move the load, and about 800 pounds of tractive pull to move a two-bottom 14-inch gang plow, cutting six inches deep in ordinary soil.

Contests can be staged in three classes. Agricultural teams weighing under 3,000 pounds are tried out first. The second contests used can be for farm teams over 3,000 pounds, and the third for agricultural teams over 3,000 pounds. This classification was tried out at the Iowa state fair this year and found most successful.

Sipple Wallace, of Houston, Tex., a composer with George W. Thomas & Co., has signed a five-year contract to record for Okeh records.

CONDITIONAL REPORT OF INSURANCE, IOWA FAIRS

County City or Town	INSURANCE CARRIED Fire Amount	Fire Average Rate	Tornado Amount	Tornado Average Rate	Company	LOSS RECORD 1913 to 1923 Fire Amount Loss	Fire Insurance Collected	Tornado Loss Amount	Tornado Insurance Collected
Adair, Greenfield	1200.00	2.25	1200.00	2.25	Mutual	None		None	
Adams, Corning	Did Not Report								
Allamakee, Waukon	3000.00	2.11	None		Mutual	None		None	
Audubon, Audubon	3500.00	1.45	3500.00	1.00	Old Line	None		None	
Benton, Vinton	10000.00	1.85	None		Mutual	None		None	
Black Hawk, Waterloo	79600.00	2.66	63600.00	.20	Old Line	None		None	
Boone, Ogden	2000.00	Not Given	None		Old Line	None		None	
Bremer, Waverly	14950.00	.30	None		Mutual	None		None	
Buchanan, Aurora	4000.00	Not Given	None		Old Line	None		None	
Buchanan, Independence	Did Not Report								
Buena Vista, Alta	6800.00	2.45	9400.00	1.00 & .20	Old Line	1000.00	1000.00	None	
Butler, Allison	None		None			None		None	
Calhoun, Manson	700.00	2.17	700.00	1.05	Mutual	None		None	
Calhoun, Rockwell City	4025.00	1.94	3525.00	1.00	Old Line	None		None	
Carrol, Carrol	6000.00	Not Given	6000.00	Not Given	Old Line	7.50	7.50	None	
Carrol, Coon Rapids	Own No Buildings								
Cass, Atlantic	20500.00	1.83	20500.00	1.00	Old Line	None		40.00	40.00
Cedar, Tipton	10500.00	.20	6000.00	1.00	Old Line and Mutual	None		87.00	87.00
Cerro Gordo, Mason City	20000.00	1.88	20000.00	1.00	Old Line	None		None	
Chickasaw, Nashua	6000.00	2.25	None		Old Line	800.00	800.00	None	
Clay, Spencer	28500.00	2.21	28500.00	1.00	Old Line and Mutual	None		400.00	400.00
Clayton, Elkader	3400.00	2.87	None		Old Line	None		None	
Clayton, National	2500.00	Not Given	None		Old Line	300.00	200.00	None	
Clinton, De Witt	16100.00	2.40	14700.00	.15	Mutual	None		None	
Crawford, Arion	None		None			None		None	
Crawford, Schleswig	None		None			None		None	
Dallas, Perry	22000.00	2.09	19600.00	1.00 & .20	Old Line	None		None	
Davis, Bloomfield	11500.00	2.07	None		Old Line and Mutual	None		None	
Decatur, Leon	16000.00	2.40	7000.00	1.00	Old Line	2000.00	2000.00	None	
Delaware, Manchester	20000.00	2.16	20000.00	.33	Old Line	62.00	62.00	None	
Des Moines, Burlington	17000.00	Not Given	27000.00	Not Given	Old Line	None		None	

CONDITIONAL REPORT OF CONCESSIONS, IOWA FAIRS

County City or Town	Gross Receipts 1923	RATES Front Foot	Square Foot	Flat Rate	Minimum Charge	Received from Riding	Received from Concessions	Received from Novelty	Received from Privileges	Do You have Carnival Company's
Adair, Greenfield	700.00	1.50 to 2.00					150.00		75.00	No
Adams, Corning	Did Not Report									
Allamakee, Waukon	950.00	1.50			10.00		15%		45.00	Yes
Audubon, Audubon	1500.00	2.00 to 3.00					200.00		100.00	Yes
Benton, Vinton	1473.17	2.00					15%		15%	Yes
Black Hawk, Waterloo	2838.00	3.50					20%		200.00	No
Boone, Ogden	634.90	1.00			10.00		50.00		30.00	No
Bremer, Waverly	2938.40	2.50 to 3.50					500.00		125.00	No
Buchanan, Aurora	1500.00	2.00					15%		2.00 front foot	No
Buchanan, Independence	Did Not Report									
Buena Vista, Alta	1183.50	1.00 to 3.00			15.00		175.00		75.00	No
Butler, Allison	752.50	1.50 to 2.00					100.00		1.50 to 2.00 front ft.	No
Calhoun, Manson	940.00	1.50					100.00		40.00	No
Calhoun, Rockwell City	1428.35	3.00					100.00		40.00	No
Carrol, Carrol	1640.00	2.50			20.00		20%		2.50 front foot	No
Carrol, Coon Rapids	None						None		None	None
Cass, Atlantic	2267.00	2.50 to 5.00			25.00		250.00		100.00	Yes
Cedar, Tipton	1100.00	1.50					125.00		1.50 front foot	No
Cerro Gordo, Mason City	5721.84	3.00 to 5.00					250.00		75.00	No
Chickasaw, Nashua	1200.00	1.00 to 1.50					100.00		50.00	No
Clay, Spencer	3677.50	2.50 to 5.00					percentage		100.00	No
Clayton, Elkader	920.00	2.00					20%		10% to 15%	No
Clayton, National	303.00	1.50					50.00		25.00	No
Clinton, De Witt	1150.00	1.50 to 2.00					Not Given		125.00	No
Crawford, Schleswig	518.00	1.50					None			No
Crawford, Arion	860.00	2.00					None		15.00	No
Dallas, Perry	Not Given	1.00 to 3.00			10.00		10%		5.00	Yes
Davis, Bloomfield	2675.00	1.50 to 3.50					200.00		1.50 to 2.00 front ft.	No
Decatur, Leon	1350.08									Yes
Delaware, Manchester	2021.91	2.50					Percentage		100.00	Yes
Des Moines, Burlington	5000.00	3.00 to 5.00							200.00	Yes

CONDITIONAL REPORT OF INSURANCE, IOWA FAIRS

County City or Town	INSURANCE CARRIED Fire Amount	Fire Average Rate	Tornado Amount	Tornado Average Rate	Company	LOSS RECORD 1913 to 1923 Fire Amount Loss	Fire Insurance Collected	Tornado Loss Amount	Tornado Insurance Collected
Dubuque, Dyersville	4500.00	1.91	None		Old Line	None		None	
Fayette, West Union	20000.00	.24	17300.00	Not Given	Mutual	None		None	
Fremont, Hamburg	Did Not Report								
Green, Jefferson	2000.00	1.52	None		Old Line	None		Not Given	
Grundy, Grundy Center	None		None			None		None	
Guthrie, Gutherie Center	None		None			None		None	
Hamilton, Webster City	14800.00	1.86	10000.00	Not Given	Old Line and Mutual	None		None	
Hancock, Britt	8800.00	2.20	7300.00	1.00	Old Line	None		None	
Hardin, Ackley	Own No Buildings								
Hardin, Eldora	15000.00	2.29	15000.00	.20	Old Line	None		None	
Hardin, Iowa Falls	Did Not Report								
Harrison, Missouri Falls	Did Not Report								
Henry, Mt. Pleasant	14200.00	2.75	11000.00	1.00	Old Line	Not Given	None	None	
Henry, Winfield	None		None			None		None	
Humboldt, Humboldt	Did Not Report								
Ida, Ida Grove	None		None			None		None	
Jackson, Maquoketa	Did Not Report								
Jasper, Newton	5000.00	Not Given	5000.00	Not Given	Old Line	None		None	
Jefferson, Fairfield	10000.00	2.56	16000.00	1.00	Old Line	None		None	
Jones, Anamosa	6000.00	1.86	1000.00	1.00	Old Line	None		None	
Jones, Monticello	6100.00	2.40	None		Old Line	None			
Keokuk, What Cheer	Did Not Report								
Kossuth, Algona	13100.00	2.56	20000.00	.50	Old Line	2500.00	1300.00	None	
Lee, Donnellson	2000.00	Not Given	2000.00	Not Given	Mutual	None		None	
Lee, West Point	Did Not Report								
Linn, Central City	4000.00	Not Given	2500.00	Not Given	Mutual	None		None	
Linn, Marion	2650.00	2.52	None		Old Line	Not Given	None	None	
Louisa, Columbus Junction	4838.00	2.24	1500.00	1.60	Old Line	None		None	
Lucas, Derby	None		None			None		None	
Lyon, Rock Rapids	3500.00	Not Given	3500.00	Not Given	Old Line	None		None	
Mahaska, Oskaloosa	53000.00	2.25	40000.00	1.00	Old Line	None		None	

CONDITIONAL REPORT OF CONCESSIONS, IOWA FAIRS

County City or Town	Gross Receipts 1923	RATES Front Foot	Square Foot	Flat Rate	Minimum Charge	Received from Riding	Received from Concessions	Received from Novelty	Received from Privileges	Do You have Carnival Company's
Dubuque, Dyersville	980.00	2.00					None		80.00	No
Fayette, West Union	3434.00	2.50 to 4.00					425.00		142.00	
Fremont, Hamburg	Did Not Report									
Green, Jefferson	779.20	2.00					15%		100.00	Yes
Grundy, Grundy Center	860.00	1.50					20%		60.00	
Guthrie, Gutherie Center	1200.00	1.50					50.00		100.00	No
Hamilton, Webster City	550.00	3.00					200.00		5.00 front ft.	No
Hancock, Britt	1460.00	2.00					20%		10.00	No
Hardin, Ackley	None						None		None	None
Hardin, Eldora	2000.00	1.75 to 2.50					25%		100.00	No
Hardin, Iowa Falls	Did Not Report									
Harrison, Missouri Falls	Did Not Report									
Henry, Mt. Pleasant	3750.00	5.00					300.00		175.00	No
Henry, Winfield	962.50	2.00					50.00		75.00	No
Humboldt, Humboldt	Did Not Report									
Ida, Ida Grove	200.00	Not Given					Not Given		Not Given	None
Jackson, Maquoketa	Did Not Report									
Jasper, Newton	1267.00	2.00					150.00 to 400.00		100.00	No
Jefferson, Fairfield	2500.00	2.00					25%		85.00	No
Jones, Anamosa	1248.00	2.00					Percentage		60.00	No
Jones, Monticello	1400.00	2.00					125.00		75.00	No
Keokuk, What Cheer	Did Not Report									
Kossuth, Algona	1694.50	1.50 to 3.00			25.00		200.00		Not Given	No
Lee, Donnellson	Not Given	1.50					35.00		Not Given	No
Lee, West Point	Did Not Report									
Linn, Central City	Not Given	2.00					125.00		50.00 to 75.00	No
Linn, Marion	1104.50	2.00					20%		75.00	No
Louisa, Columbus Junction	1290.85	2.00					150.00		60.00	No
Lucas, Derby	103.50			5.00, 10.00					10.00	Yes
Lyon, Rock Rapids	1775.00	1.50 to 2.50					200.00		100.00	No
Mahaska, Oskaloosa	3470.54	4.50					20%		205.00	Yes

CONDITIONAL REPORT OF INSURANCE, IOWA FAIRS

County City or Town	INSURANCE CARRIED Fire Amount	Fire Average Rate	Tornado Amount	Tornado Average Rate	Company	LOSS RECORD 1913 to 1923 Fire Amount Loss	Fire Insurance Collected	Tornado Loss Amount	Tornado Insurance Collected
Marion, Knoxville	22500.00	1.55	22500.00	1.00	Old Line	None		None	
Marshall, Marshallton Fair	20400.00	1.81	6000.00	1.00	Old Line	None		None	
Marshall, Marshallton Con	Own No Buildings								
Mills, Malvern	6000.00	2.50	6900.00	.20	Old Line	400.00	None	None	
Mitchell, Osage	5060.00	2.75	None		Old Line	118.00	118.00	None	
Monona, Onawa	7800.00	.20	None		Mutual	None		None	
Monroe, Albia	Did Not Report								
Muscatine, West Liberty	6250.00	2.38	None		Old Line	4000.00	3000.00	None	
O'Brien, Sheldon	16500.00	2.40	16500.00	.50	Mutual	None		None	
Page, Clarinda	7000.50	1.90	6000.00	.20	Old Line	117.00	117.00	None	
Page, Shenandoah	10000.00	Not Given	10000.00	Not Given	Old Line	None		None	
Pocahontas, Fonda	None		None			None		3000.00	
Pottawattamie, Avoca	8250.00	2.35	8250.00	1.00 & .20	Old Line	None		None	
Poweshiek, Brooklyn	5000.00	2.42	No		Old Line	None		None	
Sac, Sac City	4000.00	3.05	3000.00	1.00	Old Line	75.00	75.00	None	
Scott, Davenport	171500.00	2.05	34500.00	1.40	Old Line	250.00	250.00	None	
Shelby Harlan	None		None			None		None	
Sioux, Orange City	None		10000.00	.20	Mutual	None		None	
Story, Ames	2500.00	2.77	1500.00	Not Given	Old Line and Mutual	None		None	
Tama, Toledo	10300.00	.45	10850.00	.20	Mutual	None		None	
Taylor, Bedford	Not Given		Not Given		Mutual	None			
Van Buren, Keosauqua	1000.00	Not Given	None		Mutual	None		None	
Wapello, Eldon	2800.00	3.05	1400.00	1.05	Old Line	None		None	
Warren, Indianola	7900.00	2.13	7800.00	.20	Mutual	None		None	
Wayne, Corydon	19000.00	2.16	13000.00	1.00 & .20	Old Line	None		None	
Webster, Fort Dodge	125000.00	1.46	122000.00	.39	Old Line	15000.00	10000.00	None	
Winnebago, Forest City	9000.00	2.16	9000.00	Not Given	Old Line and Mutual	None		None	
Winneshiek, Decorah	6450.00	Not Given	3600.00	.20	Mutual	None		None	
Woodbury, Sioux City	347000.00	2.08	110,000.00	.60	Old Line	Not Given	Not Given	None	
Worth, Northwood	4500.00	Not Given	4300.00	Not Given	Mutual	None		None	

CONDITIONAL REPORT OF CONCESSIONS, IOWA FAIRS

County City or Town	Gross Receipts 1923	RATES Front Foot	Square Foot	Flat Rate	Minimum Charge	Received from Riding	Received from Concessions	Received from Novelty	Received from Privileges	Do You have Carnival Company's
Marion, Knoxville	1335.18	3.00 to 5.00					25%		100.00	No
Marshall, Marshallton Fair	2883.45	2.50			20.00		Percentage		125.00	No
Marshall, Marshallton Con		Have no Concessions								
Mills, Malvern	1350.00	2.00					100.00		2.00 front foot	No
Mitchell, Osage	953.52	1.50					10%		Not Given	Yes
Monona, Onawa	400.00	1.00 to 1.50					Not Given		10.00 to 20.00	No
Monroe, Albia	Did Not Report									
Muscatine, West Liberty	1848.00	2.25					350.00		125.00	No
O'Brien, Sheldon	1736.50	2.50					175.00		75.00	No
Page, Clarinda	1455.15	2.00 to 2.50					150.00		2.50 front foot	No
Page, Shenandoah	1700.00						Not Given		40.00 to 100.00	Yes
Pocahontas, Fonda	Not Given						100.00		75.00	No
Pottawattamie, Avoca	850.00	1.50					10%		1.50 front foot	No
Poweshiek, Brooklyn	None									
Sac, Sac City	1023.00	1.00 to 3.00					100.00		50.00	No
Scott, Davenport	4443.95	5.00					Not Given		400.00	Yes
Shelby Harlan	1500.00	1.50 to 2.50			5.00		10%		Front footage	Yes
Sioux, Orange City	Not Given	2.00			15.00		75.00		60.00	No
Story, Ames	300.00	1.50					40%		1.50 foot	No
Tama, Toledo	1017.00	1.50 to 2.00					100.00		43.00	No
Taylor, Bedford	1600.00	2.00 to 2.50					150.00		60.00	No
Van Buren, Keosauqua	200.00	1.00					Not Given		1.50 front foot	No
Wapello, Eldon	1143.00	1.50					140.00		350.00	No
Warren, Indianola	1300.00	2.00					15%		Front footage	No
Wayne, Corydon	1625.00	2.00					100.00		60.00	No
Webster, Fort Dodge	3980.00	3.00 to 4.50					300.00 or 25%		150.00	Yes
Winnebago, Forest City	1015.00	1.50			10.00		50.00		Front Footage	No
Winneshiek, Decorah	2934.76	2.50					400.00		100.00	No
Woodbury, Sioux City	33044.00	4.00		15.00 to 150.	25.00		Percentage		300.00	Yes
Worth, Northwood	231.00	1.00					50.00		1.00 front foot	No

CONDITIONAL REPORT OF CONCESSIONS AND INSURANCE IOWA FAIRS 1922

CLIPPER
OLDEST AMUSEMENT PAPER IN AMERICA
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NEW YORK CITY
154 West 46th Street
CHICAGO
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SAN FRANCISCO
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WASHINGTON, D. C.
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New York Avenue
LONDON
8 St. Martin's Place
Trafalgar Square
(Cable address: Clipper, N. Y.)

INSIDE STUFF

Keith's Hip, New York, with John Ringling reported associated with E. F. Albee on the venture, probably will employ many outdoor acts in its programs. Acts are being held at the Hip for four weeks, but some may remain but two. It looks as though the dumb acts opening and closing shows in vaudeville will do right well at the Hip, through the immensity of the house with the low comedy of that description of turn better suited to the Hip's stage.

The stage has a 60-foot opening and is 45 feet deep. It is reported to have cost $650,000 to remodel the Hip under the Albee direction. It is said the United States Realty Company, which owns the property, made the repairs, and is sharing on the gross with a definite percentage as for the rental.

The Rip last week, the poorest of the season for all show business and the first week of Keith's vaudeville there, did $37,500.

The basement of the Hip, converted into a toyland (midget city) is proving a lure for the Greater New York kiddies. It cost $75,000 to remake the basement.

Nellie Revell had her first Christmas dinner in a dining room in 16 years this Tuesday at the Hotel Somerset. It was the first time she had been in any dining room for four years. A new wheel chair carried her from the seventh floor to the restaurant, when Proprietor Knott became host to Nellie and a couple of newspaper men, who were her guests.

While the exertion may have kept Nellie in bed for a couple of days to recover from the strain, she said it was worth it.

In sitting up Miss Revell is braced with an iron contrivance against her plaster cast around the body. If it moves out of position when she turns, the brace pushes against a sensative nerve and that is agonizing, although Nellie grits her teeth, never allowing any one about to detect it.

The Nellie Revell book, "Right Off the Chest," has been getting a world of publicity. New York dailies especially gave it extended notices, extolling Nellie. The book has been selling in three divisions, a special edition for $100 subscribers, a $10 de luxe autographed edition and the regular sale edition at $2.50. So far about $7,500 has been realized from the $100 subscribers among whom are Jerry Mugivan and John Ringling. Only the $2.50 book is advertised with the $10c subscribers receiving letters from Sam H. Harris, president of the Producing Managers' Association, with some sent out previously by Congressman Sol Bloom of New York. When the congressman was called to congress Mr. Harris took up the work, although Irvin Cobb has greatly interested himself in Nellie's welfare, and many others, with J. P. Muller of the advertising agency lending efficient aid.

Nellie, when at ease and with show folks, usually always tells a circus story of some incident she knows of or was connected with.

THE CLIPPER AT NEW YEAR'S AND ON ITS FIRST YEAR

With the new year's dawn The Clipper will have been nearly six months under its newest direction and exclusively devoted to outdoor amusements. This paper is really on its first year.

The Clipper in the outdoors is not new, but there has been such a long lapse from the period when this paper held some standing in outdoor amusements it is about forgotten even by the old timers who could recall it.

Turning it back to the outdoor field after it had become recognized as an indoor theatrical weekly, and turning it overnight without previous notification or preparation, was no slight feat to be recklessly taken. But it was undertaken and done because the Clipper had been allowed to drift until there seemed little left to it other than its name.

Going into the outdoor show business then, it had two things to stand upon; that it was "The Clipper" in front of over 70 years of service as a show paper and the fact that it is the only paper in the world solely catering to the outdoor amusement branch.

There is no trade that does not want its own trade medium; there is no trade of any moment, but that believes it is entitled to its own trade paper. A trade as big as the outdoor show business prefers a medium of its own, not a paper that is a jumble of theatricals with its most important departments on its business side made third and fourth or fifth in its weekly issues.

The first six months of the Clipper in its new field have been busy ones, for the business and for the paper. Starting in the middle of the season and going into the dull period with this paper attempting to print news only of the outdoor show business, it has had to keep hustling to get the news. If it has succeeded, so much the better, and if it didn't do as well as it should have done, that's more the fault of the newness of the organization.

Meanwhile the Clipper has been trying to do something else and has made that something else paramount to nearly everything else.

That is Good Will. If there's one thing more than another any paper needs, it's good will; the good will of its readers, for good will in the newspaper world spells confidence.

A paper may command readers, it may command advertising, it can command both without having good will. A paper may print a style of news that will be read without any respect left for the paper publishing it or a paper may draw advertisers to its business columns through the advertisers wanting to reach its particular class of readers. Neither can make good will—the paper must make its own good will.

Good will only can be developed or built up by a paper enjoying the confidence of its readers. Its readers like it, either through the news it prints, what it says or the policy as indicated by the paper itself in its printed form weekly. Either will establish that feeling toward a paper that begets it good will, but one can't cross the other; the paper if its on the square with its news, must be on the level in writing it and must have a perfectly honest policy of doing both of those things before it can expect to reap the good will of its readers. No paper can fool a reading public for very long.

Good will is not so easy to erect with a new paper and with a trade paper, so much harder, more so in a trade like the outdoor where the showmen have had for years to meet every movement attempted by its trade paper with an x-ray analytical insight to "get the object." Papers with "an object" never acquire good will. They instill distrust and with distrust comes lack of confidence and with lack of confidence—goodbye, good will, and forever.

And so while we wish you and yours all of the good health, happiness and prosperity that may be gotten during 1924, we are going to add a little wish for ourselves—for this paper. As it wholly devolves upon us to make it come true, we trust that we will be able to do it—to make the Clipper have the good will of its readers, to hold those readers and their good will; to get both by conducting the Clipper as a paper should be conducted—for the information and for the benefit of its readers and the trade it represents.

A Handy Reformers' Medium And a Theatrical Weekly

No one could have believed if it had not appeared in type that any theatrical paper could stand in cahoots with those reformers that would put the show business out of business if they could, and failing in that prevent it from offering amusement on the Sabbath.

Yet there it was last week, right in "The Billboard," espousing the cause of the Lord's Day Alliance's aggressive attack on all amusements, through that handy reformers' medium opening its columns to the secretary of the Alliance.

There are limits to the scope of even a trade paper, limits in personalities never practised by "The Billboard," but that any trade theatrical weekly could overstep the bounds so far as to offer itself as an ally in the attempt to tear down what that paper thrives on, the show business, is beyond all conjecture.

It's also something apart from straight newspaper work. There's such a thing as judgment in directing any paper. Publishers don't want to fight stone walls, and they fight stone walls when trying to injure their entire source of revenue. Trade papers are even more confined. The trade paper never existed that could afford to take the entire trade by the throat or try to cut off its greatest day of income—Sunday. No paper is big enough for that, and a paper that tries it isn't big at all.

It's too bad a competing paper must comment upon a situation like this. Were a newspaper man outside the trade to tell what he thinks of it, the sheet of paper you read it on would burn with his thoughts of such dealing as "The Billboard" indulges in.

The Lord's Day Alliance is an out and out reform institution. It makes no pretense at anything else. Its avowed purpose is the suppression of the theatre—it has said so. And, failing in that, its secondary purpose is to shut down all amusements on Sundays.

The Lord's Day Alliance has influential financial backing; it has miscellaneous influence; it has everything a reform organization of its titled description could have—and it doesn't require help from within the ranks of the people it has been and is trying to ruin.

That "Billboard!" Ouch!!

CHURCH AUSPICES DESIRABLE; HOW POSSIBLY OBTAINABLE

The churches of America are probably the greatest medium for giving bazaars, outdoor fetes and entertainments and similar gatherings in the country. They secure more support and better advertising mediums than any other organization. With the clean-up campaign fully launched and perfected they will be open to sponsor carnivals, thus bringing the strongest possible influence to bear on closed towns and cities.

There is hardly a community where a church does not exist that is in want of financial assistance for its many charities or children's welfare societies, not a large city in the country where they are not interested in many movements of public benefit and necessary to the well-being of the community. Hardly a place where the church cannot obtain the best and most suitable locations to hold its fetes, which even if only amateur affairs, still draw big crowds. And we doubt if there are not orthodox clergy of many denominations who would not welcome a carnival as a means of raising money were they assured of its proper operation and convinced of its cleanliness.

It is on record that the Salvation Army in Los Angeles could have been interested in a carnival and could have obtained a park space in the center of the city to hold the carnival with a remitted license and would have gone into the matter had the carnival management agreed to eliminate the concessions and a Hawaiian show. This engagement would have netted thousands, the auspices were making their drive and they were extremely popular at the time on account of their work during the world war. It was passed up, however, to find another date to operate a few concessions of doubtful nature.

The Catholic church has sponsored indoor carnivals with marked success. The priests have helped out and operated wheels of legitimate character. The writer once approached a priest on the subject in a large Illinois town. He was perfectly agreeable to the venture, provided it could be operated perfectly clean in every respect. The priest even went so far as to offer to buy the entire show for a flat rate, showing that such things can be done and that they will find support in this direction just as soon as the clergy of the country are convinced that the clean-up is sincere and functioning properly.

We doubt very much if there is a city or town in the country where if the clergy as a whole sponsored the carnival for church needs, that the legitimate shows, rides and even wheels could not be operated with great financial results.

Amateur fetes and bazaars entail immense work upon their sponsors and are at best a case of begging money for the church without giving anything of intrinsic value in return, whereas the carnival can entertain larger numbers, give worthwhile entertainment to a multitude for a nominal sum, better advertise the object of the charity and in a thousand and one instances produce better results all around.

Women's societies at present antagonistic to the carnivals are practically all allied with churches. Their influences are some of the most difficult to overcome in playing a town. Get the women for instead of against the carnival and much will be accomplished. Playing under church auspices would silence them as far as opposing the shows were concerned. Women, as a rule, will be the strongest boosters if convinced there is benefit to be derived for any particular society or church.

The subject is worth thinking about. It is deserving of a trial and with one of the strongest church publications in the world, "Christian Science Monitor," already boosting clean carnivals, auspices we think would not be so hard to find among churches or church organizations.

LET US REASON TOGETHER

By TOM J. JOHNSON

Commissioner of Showmen's Legislative Committee

Now that the Showmen's legislative committee has weathered the storm and strife that beset it throughout the early days of its institution, now that it is safely launched and adequately supported by the main pillars of America's outdoor interests, ere the work of another season begins and the shows again take the road, let us reason together, looking facts squarely in the face, noting the results attained, the insidious propaganda destroyed and the main objects accomplished.

Assailed and vilified in quarters where it had a right to the most support, where at its inception, promises of hearty co-operation and country wide publicity were given, which failed miserably when crises arose, where thinly veiled antagonism was rampant and hypocritical declaration of proffered help covered ambition and dogmatic intentions of personal power and profit, the Showmen's legislative committee emerged like the Phoenix fro mthe ashes of discord, innuendo and intrigue and now stands a beacon of hope, reliability and progress to the outdoor showmen.

Let the dead bury their dead, the legislative committee is alive and very much so. It will continue to live and prosper, just so long as the eternal principles of right prevail and that is forever.

In spite of the hindrances and obstacles it endured the first ten months, there is yet a pleasing record of good accomplished, of victories won and benefits secured. In spite of mistakes that have been made and which are freely admitted, these same mistakes have pointe da way to a better, functioning of the organization and made possible an unification of interests whereby they will not occur again. Showmen have made the operation of the legislative committee a personal and not a perfunctory matter, where the interests of the individual the the interests of the whole.

To enumerate some of the strides made in the outdoor amusement field, it may be stated that the legislative committee has brought about and demonstrated to showmen that decency must predominate and its financial results are certain.

The killing of bills antagonistic to outdoor show interests has been accomplished in the states of Minnesota, Michigan, Wisconsin, Pennsylvania, Illinois and Ohio.

Recognition of its principles in the great newspapers of the country, and the national magazines, editorial endorsement by such periodicals and papers as the Christian Science Monitor, Country Gentleman, etc., and the recognition by the pulpit and public officials of the United States and Canada, together with the indorsement of great fair circuits.

It has secured through The Clipper, the indorsement of the United States government narcotic agents testifying to the morale of the outdoor show world and to its being on the highest plane of any form of amusement.

Indorsement of the morale of the women of the outdoor amusement field by United States government officials has also been secured and a closer relationship between all classes of outdoor entertainment brought about.

It has become the medium of information to clubs, societies, civic organizations and associations, who realize the value of its advice in matters appertaining to the playing of carnivals and circuses in their cities and towns, and has opened many towns and cities hitherto closed to the profession.

And in view of all the foregoing, the Showmen's Legislative Committee is the only organization in existence that cleaned up its own evils from within, started without funds, relying on contributions of its members to carry out its work, and is after ten months' operation, perfectly solvent with money in the treasury after fulfilling all obligations and paying all bills.

Looking backward on things accomplished and obstacles overcome, the future appears bright. It is not going to be an unruffled sea that the ship "Sponsoring Clean Amuse-

(Continued on page 33)

LOOKING BACKWARD OVER 1923

By DICK COLLINS

In retrospection over the circus, carnival and fair season of 1923, although not of a phenomenal nature, outdoor amusements in all lines, circus, carnival and fairs have prospered and records show a considerable advance over 1922, both financially, and in popularity, and figures demonstrate conclusively that the public have patronized the various departments of the outdoor amusement world much more liberally and with greater attendance than any year since the boom years of 1919 and 1920.

Conditions have settled into comparative normalcy, money has been in better circulation, crop conditions and fairly good prices have had their effect, there has been no big labor trouble of any magnitude and the American public have in most sections of the country been pretty well satisfied with the general outlook and imbued with a feeling of optimism instead of pessimistic inertia.

The slump on the Pacific Coast which was in evidence up to the beginning of the year has been to a great extent eliminated, the South is in a much better condition, owing to the introduction of diversified farming and not so much reliance on cotton, with its bete noir the boll weevil—and in the cotton states prices have been phenomenal and returns fair. The agricultural and stock raising states have been prosperous for both fairs, carnivals and circuses. Canada has been good to

(Continued on page 18)

SYRACUSE FIGHTS FOR BIGGER FAIR

Commerce Chamber, Ignored, Will Insist on Improvements

Syracuse, N. Y., Dec. 27.

Its requests ignored by the state fair commission in its schedule of

(Continued on page 23)

TEX EXPO. CENTRE

Track, Exhibits and Concessions Concentrated Near Austin.

Dallas, Tex., Dec. 27.

In connection with the proposition to hold a 1924 Texas centennial, it deevlops that Austin, Texas, is seeking the honor of holding the event, which would be run in connection with the Texas State Exposition. This proposition was indorsed enthusiastically at a mass meeting of citizens recently.

The Texas State Exposition directors have soird the last of $75,000 stock. This announcement was made at a dinner served to 600 people, mostly stockholders, at Camp Mabry, near Austin. Here the exposition will have a permanent home in the future. Heretofore the race track has been at Camp Mabry and the exposition three miles away and the carnival concessions several blocks from the latter place. In the future all these lines will be consodidated.

FAIR MEETINGS

Binghamton, N. Y., Dec. 27.

The stockholders and officers of the Broome County Agricultural society, in session at Whitney Point, received annual reports showing the business transactions at the last county fair aggregated about $16,000, elected officers and made plans for the coming season. The society has just finished paying a total of $4,500 in premiums to the prize winners, chiefly residents of Broome and Cortland counties. They will be reimbursed to the extent of about $3,300 in the annual spring payments of state appropriations that will be made under the direction of the State Department of Agriculture to all fairs of the state.

Frank C. Branday of Whitney Point was re-elected president for the fifth term, John F. Dunham of Castle Creek was re-elected vice-president for the 10th year; T. Rufus Tracy of Whitney Point, secretary for the fourth year, and W. L. Treadwell of Front street, this city, was named treasurer to succeed himself; James Wood, a former supervisor of the town of Nanticoke, and recently removed to this city, resigned from the board of directors, and his place was filled by the selection of Supervisor Ertelle E. Franklin of the town of Baker. George H. Greaves of Whitney Point and William D. Fuller of Nanticoke were re-elected to the board.

The annual report showed all liabilities met and a reserve of about $200 in the bank. Last year the society made numerous improvements about the buildings and grounds, including the installation of electric lights. A rest room was built and other changes made. Several improvements are under consideration for the coming year and some of these will be ordered at a later meeting, when also the superintendents and heads of the departments for the coming fair will be decided upon.

Burlington, Vt., Dec. 27.

The second meeting of the Twin-State Fair was held recently at White River Junction. A new contract with the state for the lease of the grounds of the old Vermont State Fair was accepted.

The annual reports show that money received from all sources amounts to $39,434.70 and the expenditures $33,636.14, which is considered as most satisfactory in view of the fact preparations for the fair last year were not begun until July.

The agricultural department of New Hampshire was represented by F. A. Rogers, who said that his state welcomed the Twin-State Fair and was ready to co-operate with Vermont in every possible way in making this the best agricultural fair in Northern New England.

The number of directors was increased to 22, each state having 11. The racing schedule, which was one of the big attractions of the fair, is to be increased for 1924. Arrangements have been made for 13 races for four days, with purses aggregating $13,000.

The treasury of the Twin-State Fair goes to the New Year with no obligations and a substantial sum in the bank.

Indianapolis, Dec. 27.

The annual meeting of presidents of county fair and stock growers' associations, at which eight members of the State Board of Agriculture are to be chosen for two-year terms, will be held in Indianapolis in January.

Hot fights already are on in practically all of the eight districts in which representatives are to be named. There are sixteen members of the board, which controls the Indiana State Fair, in a quasi-public capacity.

The Ripley County Agricultural Association has been incorporated to establish and operate a county fair at Osgood, Ind. Directors are: R. A. Creigmile, W. C. Leslie, M. E. Holman and O. R. Jenkins.

Oklahoma City, Dec. 27.

The annual meeting of the Seymour Fair Park Association was held at Seymour, Texas, Dec. 9 when more than $2,000 was raised to further the interests for next year's fair. The receipts for last year are reported at $10,400. New officers and directors elected are:

O. P. Caldwell, president; J. T. Burns, vice-president and manager of rodeo; F. H. Davis, secretary-treasurer; directors, Mayor J. A Britain, W. P. McLarty, M. E. Tarver, Lem Bellows, Luther Briggs and R. E. Baskin. Finance committee I. O. Newton, J. A. Wheat and R. R. Kellum.

Plans are being made for a bigger fair and rodeo in 1924, preference being given for special entertainment features.

Kingston, N. Y., Dec. 27.

The Greene County Agricultural Society has elected officers for the ensuing year as follows: W. H. Cole, president; Peter Rockefeller, Germaine Allerton and William S. Borthwick, vice-presidents; H. S. Olmsted, treasurer; G. W. Squires, secretary; R. A. Austin and Oliver Palmer, directors. Herbert Bogardus will be superintendent of grounds.

EDUCATIONAL SIDE OF FAIRS

Chicago, Dec. 27.

The day of conducting a State or County fair in a makeshift, hurry-up, slam bang, haphazard fashion is over. The fair today, whether it be state or county, is a serious event and serious attention must be given to preparation. The secretary of a fair association, whether it be large or small, or whether it be privately owned and operated, or be one coming under state or county control, has a good hard task confronting him all the year around. He has found that a fair cannot be developed by simply advertising that it takes place on such and such a date, and that there will be exhibits, racing and amusements.

Fair associations are now making investments for their own permanent structures and riding devices, therefore it is incumbent on the directors and officers of the fair association to pay particular attention to what they exhibit and what they offer. No longer are exhibits taken simply to fill space and show people that a bunch of stuff is there to look at; that is a past and forgotten custom with the successful and progressive fair associations. Today the prime purpose of the officers and directors of an association, regardless of its size, or the amount of premiums it has to dispose of, is to consider the educational side of their annual event. They have found that encouragement of educational exhibits is one of the biggest assets and drawing cards a fair can have. They have learned that people when they come to a fair come on an education as well as amusement seeking mission and are not alone content in seeing

(Continued on page 23)

BUSINESS CLUBS WON'T GIVE SHOWS

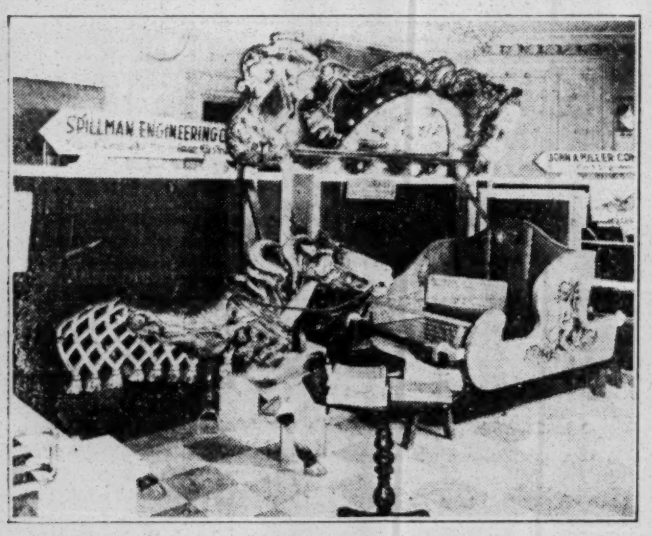
Cancel Lyceum Dates Rather Than Compete With Theatres

Watertown, N. Y., Dec. 27.

Holding that it is unethical for any community organization to enter into competition with private business, the Watertown Chamber of Commerce has abandoned plans for a 1924 lyceum course. For the past two years the Chamber has offered such an amusement program in competition with local theatres.

Four speakers engaged for the 1924 course will be used at joint meetings of the Chamber of Commerce, Kiwanis Club and Rotary Club. The cost of obtaining the speakers will be shared equally by the three organizations.

In commenting on the change of plans a representative of the Chamber stated that since the local theatres were doing their level best to provide clean, diverting entertainment it would be unfair not to encourage them rather than compete with them.



NEW CARROUSEL EQUIPMENT

The Spillman Engineering Company, with this car and warhorse, supplemented by a section of artistic cornice for portable carrousels, had one of the most attractive booths at the exhibit of amusement devices arranged for outdoor showmen at the Chicago convention.

SHOWMEN'S LEAGUE NOTES

Chicago, Dec. 27.

Applications for membership were received at the last meeting, Friday, Dec. 21, from Wm. T. Brooks and Otis Graves.

The Board of Governors increased the salaries of the custodian and janitor by request of the general meeting. The custodian being raised $15 and the janitor $2.50 weekly.

The sum of $150 was voted to defray the expense of the New Year's party to be given New Year's Eve at the club rooms by the league. All members are invited.

F. M. Barnes, chairman of the insurance committee, reported progress with the scheme for insuring all members.

The sum of $250 was voted to be taken from the club funds to be given as follows by the relief committee: $200 to four charities for crippled children and $50 for the relief of indigent members of the league.

It was moved that an auditor be engaged at a salary to audit all the league accounts. He will be appointed at the next meeting.

The dance committee for the ball to be held at the Sherman hotel, February 20, has been chosen. Ed. Hock, having resigned, Sam J. Levy was appointed chairman, with the following on the committee: W. T. Belden, Harry McKey, M. L. Callahan, Al Latto, Joe Rogers, W. O. Brown, J. L. Lorman and James Campbell.

The election of officers for the ensuing year will be held Feb. 19. Nominations will be presented for the regular ticket this week by the nominating committee.

Members are asked to use every effort to bring in at least one new member before the coming election. All members who are accepted now, will only be assessed for the 1924 dues and these will carry them up to February, 1925. They will also come in for the $500 life insurance now being arranged by the committee, which is expected to come into force in the very near future.

The Showmen's League wish all members and others in the outdoor show business a Happy and Prosperous New Year.

JACK A. DRISCOLL

Who sang his way into the hearts of the Park Men at the N. A. A. P. Convention in Chicago. Mr. Driscoll, besides being a high-class singer, has a Park and Fair Booking Office in New York.

MUSICAL ACTS
ARE YOUR DRUMS
Leedy
BEAUTIFUL STAGE OUTFITS
SEND FOR CATALOG "M"
MANY NEW NOVELTIES

DRUMMERS' INSTRUMENTS
"DRUMMER CORRECT"
LEEDY MFG. CO.
1002 Palmer St.
INDIANAPOLIS, INDIANA

With hearty good Wishes
for a
Very happy and prosperous
year,—To our
Many friends, employees
and
Artists throughout the
country.

THE
WESTERN VAUDEVILLE
MANAGERS' ASSOCIATION

The Originators — Watch Our Imitators

A PRETENTIOUS—PRACTICAL AND PROGRESSIVE PROPOSITION FOR PARTICULAR PEOPLE
THE OUTDOOR SHOW WORLD'S GREATEST INNOVATION

J. GEORGE LOOS Presents The

Great American EXPOSITION

25 CARS — Introducing — 25 CARS

CIRCUS — CARNIVAL — CHAUTAUQUA COMBINED
AUTO AND STYLE SHOWS — MERCHANTS' EXHIBITS
ELABORATE FLOAT PARADES — SENSATIONAL FREE ACTS

Every Week a Big Week — Every Date a Winner

100,000 Free Tickets Given Away Weekly

ONE HUNDRED THOUSAND FRONT GATE TICKETS
Given Away Weekly by the Merchants in Advance of Opening, Assuring

100,000 Free Tickets Given Away Weekly

AN ENORMOUS DAY AND NIGHT ATTENDANCE
SHOWING EXCLUSIVELY UNDER CHAMBER OF COMMERCE AUSPICES

FACTS

By Showing Under Merchants' Auspices and having Eliminated Unreasonable and Undesirable Concessions we are able to Include in our Bookings Cities that are closed to Some Class of Outdoor Amusements, and Enable us to Pick our Territory Instead of being Forced to Show Towns Only Where Carnivals are Tolerated. Real, Practical Showmen will Readily Understand our argument—The Handwriting is on the Wall—It is Our Aim to give the People Something that they Want, Instead of Selling Them Something They do not want to Buy at any Price—Now is the time—Think it Over—If It's Crowds you Want, We'll Give Them to You.

CAN PLACE

Caterpillar and Other Rides (except Whip, Sea Plane, Carrousall and Ferris Wheel), also High-class Shows or Platform Attractions. Will Furnish Elaborate Wagon Fronts and Outfits complete.

Would Like to Hear from Producer for Big Musical Comedy—also Minstrel People-

WANT BIG CIRCUS SIDE SHOW AND MOTORDROME
COMPETENT AND CAPABLE CONTRACTORS AND PROMOTERS

WANT

Street Decorators, With or Without Material; Freaks and Curiosities, but not Monstrosities; Workingmen in all Departments.

WILL BOOK BIG SENSATIONAL FREE ACTS

OPENING DATE, MONDAY, APRIL 14th

ANNOUNCEMENT NUMBER TWO

J. GEORGE LOOS SHOWS

25 CARS

WILL FURNISH EXCLUSIVELY ALL SHOWS, RIDES AND CONCESSIONS AS USUAL AT THE

Fort Worth, Tex., Fat Stock Show

March 8-15 The Loos Shows will continue until April 12, and all Shows and Rides can then affiliate with the

GREAT AMERICAN EXPOSITION

J. GEORGE LOOS
Director General

WRITE OR WIRE
TERMINAL HOTEL, FORT WORTH, TEXAS

GEO. F. DORMAN
Manager

DOBYNS ASSEMBLES IMPORTED ORGAN AND RIDE COLLECTION

Picked Up Barnful of Property at Lowest Prices Abroad During Depressions and Goes Into Sales Business on Staten Island

Mr. ad Mrs. George L. Dobyns and Mr. and Mrs. Joseph G. Ferari have a beautiful home at Port Richmond, Staten Island. A Clipper reporter found Mr. Dobyns up to his eyes in correspondence, bills of lading, etc.

The latter concerned the shipments of rides and novelties which Mr. Ferari scoured Europe to find for use in the Dobyns Shows next season.

Ferari brought home a shipment of carousels, fliers, organs for parks, carousels and dance halls, sectional ticket boxes (hand-painted works of art), baby carousels, etc. Another shipment from Europe is expected daily.

The Ferari showrooms in Mariners Harbor, S. I., are packed with two abreast and three abreast fliers, with 36 and 48 seats, respectively, two and three abreast carousels, two wagon carousels imported complete, wagons and all, one four abreast carousel 50 feet in diameter for parks and 14 mechanical organs of from 44 to 89 keys, equaling in tone and volume bands of from 12 to 35 pieces.

Ferari is a shrewd showman and knows Europe thoroughly. He used this knowledge with good results last year. When the panic was on in Germany, Ferari penetrated to Walderkirch in the Black Forest, where the organs are made. It is a town of about 4,000 inhabitants who know nothing but organs. With bad economic conditions last year, Ferari found the factories closed and all hands idle. No one had any money to buy the necessary parts, but there was plenty of lumber on hand obtained from the Black Forest.

The power of the American dollar worked the usual miracle. Paying spot cash with the American dollar, Ferari bought the material at low prices (in American money) and the workers were glad to get the work Ferari contracted for the output at prices which are reflected in bargain prices he is asking for the organs. The same conditions applied to Thuringen Wald, where the sole industry is the building, carving and painting of carousels, and Ferari made a samilar contract there.

He also brought back with him a portable electric light plant with the wagon which carries it. This will join the Dobyns shows.

One of Ferari's proudest possessions is a gold medal given to him by John D. Rockefeller for his services as business manager of the outdoor amusement department of the War Work Committee, which turned in nearly a quarter of a million dollars to the fund to supply comforts to the boys "over there."

Between visiting conventions, attending to his correspondence and making next season's arrangements for his shows, Mr. Dobyns will be a very busy man right up to the opening of the season for him around April 15.

The New York State Fair Committee is figuring on running that event next year for 10 days instead of just a week, as is the usual run of the Syracuse fixture.

Speaking of it, Mr. Dobyns said he thought the idea a good one, but instead of 10 days the fair should be run two weeks.

"The New York State Fair is a gigantic undertaking," he said, "and entails a tremendous expense which it is almost impossible to recover in a single week. If it is stretched to 10 days that would break into another week, which might result in some of the attractions having to leave to make some other date booked. But if the fair was extended to two weeks, the shows and attractions could make their arrangements accordingly.

"Further, it would more amply repay exhibitors of live stock who come from distant States with no other dates in mind and have the large expense now for only one week. I believe a two-week fair in Syracuse would be a big winner."

$1,000 PREMIUMS FOR POULTRY

Des Moines, Dec. 27.

The Coliseum Poultry Show of Iowa, which will open in the Des Moines Coliseum Dec. 28 and will continue through Jan. 1, will be one of the biggest of its kind in America.

The event is being staged by the Greater Des Moines Poultry Association and the Iowa State Breeders' Association.

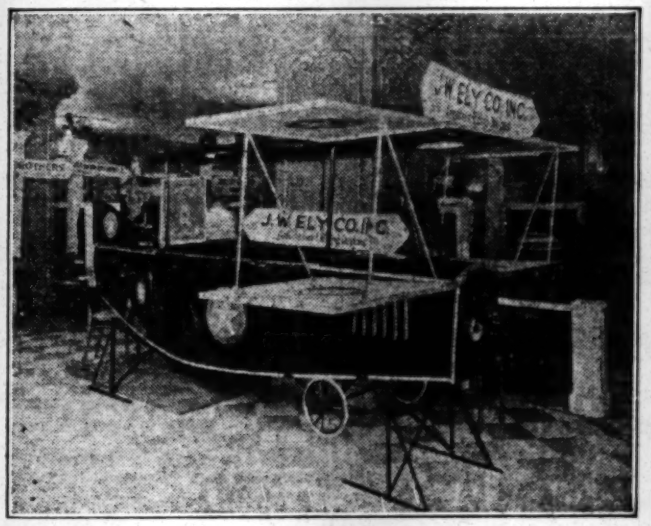
Entries closed Friday of last week. The most important classes are the White Wyandottes, the Rhode Island Reds and the Buff Orpingtons. Approximately 1,000 Rhode Island Reds will be on display.

The Rhode Island Red Club of America has offered $1,000 in cash prizes, in addition to the many trophies and ribbons to be awarded.

In addition, a cat show for all classes and breeds will be staged. The cat show is to be held on Dec. 29 and entries will be received until 11 a. m. of that day. Judging will start at 2 p. m.

The entire show is under the direct supervision of George S. Phillips, secretary of the Des Moines Association. L. E. Heifner is president of the association and W. H. Lapp, of Ames, heads the state organization.

Mrs. J. W. Reager, Des Moines, will be superintendent of the cat department.



A REGULAR AIRPLANE

With propellor that revolves was the prime offering of J. W. Ely Co., Inc., to the carnival, park and fair men who attended the several gatherings of showmen in Chicago recently. Night photos gave them a graphic picture of how the airplane swing looks when lighted.

CIRCUS LOT SOLD

Will Still Be Avaialble for Shows

East Liverpool, O., Dec. 27.

West End Park, one of the best known circus lots in the Upper Ohio Valley, has been purchased by Monroe Patterson, wealthy East Liverpool pottery manufacturer and has been given to the East Liverpool public schools as an athletic field. The only provision of the gift is that no admission be charged for Sunday games or exhibitions.

It is the opinion of those in close touch with the situation that the school board will continue to rent the field for circus and carnival attractions. It was first thought that the only suitable circus lot would be available no longer.

It is planned to fill the lot, which is very low, to the street level which will make it one of the best in this section.

N. Y. FACTORY WAGES $27.60

Average Unchanged from October to November

Albany, N. Y., Dec. 27.

Factory workers' earnings were practically unchanged from October to November in New York State. Average earnings were $27.64 in November or almost exactly the same as earnings in May. There have been small changes from month to month since that time, but the level of earnings has been practically constant for months. As in recent months the changes in wage rates were negligible. Earnings in November averaged $1.61 more than in November of last year. This statement was issued today by Industrial Commissioner Bernard L. Shientag, of the State Department of Labor.

There were many variations in earnings within the separate industries, however. The clothing trades generally were less active with an average decrease in weekly earnings of almost $2 between October and November. There were important decreases also in the shoe, fur and leather goods industries and in the cotton and woolen mills. These reductions were due to part-time employment which was to some extent the result of seasonal conditions and in part of dull business.

Earnings in the important metal industries remained practically unchanged. There were increases in the food industries where the lower paid employes were let go at the end of the busy season, and in the stone-cutting yards, at the end of a strike.

The decrease in the clothing trades was most marked in the women's clothing industry. Weekly earnings were $3 lower than in October. This is one of the few industries in which earnings are lower than they were a year ago. In the men's shirts and furnishings factories the decrease was over $2. In the New York City factories the decrease was partly due to the elimination of overtime. Up-State in the collar factories working time was also reduced. The women's headwear industry was the only one of the clothing trades to show an increase in November, and here it was partly due to the laying-off of lower paid employes.

Two industries that show marked reductions in average earnings compared with last year are the fur shops and the shoe factories. In the shoe factories there is part-time both in the shops making high priced women's shoes in New York City and in those making lower priced shoes Up-State. They are almost $2 lower than in October and $2.48 less than last November. The reductions for the corresponding periods in the fur shops were slightly over $1 in each case, and were due to the elimination of overtime with the rather early end of the busy season. The workers in the leather belt and bag factories and the leather glove factories averaged $1 less in November than in October, but they are much higher than a year ago. There was no change in the leather tanneries and small increases in the factories making buttons.

The chief decrease in the textile mills was in cotton manufacturing. The earnings of women went down $3.50, but those of the men went down $1.80 for the weekly average. There were small decreases in the woolen, silk and knitting mills. Seasonal activity in the manufacture of sheets, handkerchiefs, trimmings and embroideries caused earnings to go up slightly in the miscellaneous textile industries.

The saw and planing mills had higher earnings in November, but most of the wood manufacturing industries showed no important variations except for an increase in the soap factories. Earnings in the paper mills were about the same as in October.

There were gains of about $1 weekly in the printing establishments and in the manufacture of paper goods, including wall-paper, stationery and patterns. In the printing plants the gain for the men was $4.20 and for the women was $1.50.

The other important gains were in the cut stone yards, where the settlement of a strike increased the number of high paid cut stone workers, and the glass factories where many factories showed increased working time, partly in preparation for Christmas business. Here the increase in earnings for the was about $2.70 and for the women, $1.20.

PARK MAN GIVES EXPERIENCE IN BREAKING INTO BUSINESS

(With the belief that the addresses made during the Chicago convention of the N. A. A. P. contain a wealth of enlightenment, Clipper, through the courtesy of Secretary R. Hodge, proposes from week to week to reproduce one of these addresses. The one here printed is by R. C. Strechlow, president of Neptune Beach, Alameda, Cal., who gives his experience upon coming into the park business from another occupation and applying the principles of his former business to the new field. Other addresses will be printed from time to time.—Editor.)

R. C. STREHLOW

President Neptune Beach, Alameda, Cal.

The officers of this convention have asked me to prepare a paper setting forth my experiences before the day I launched into the amusement park field, the problems I encountered and the facts that any business man may expect to find when he undertakes the ticklish business of entertaining the great general public.

Perhaps it would be hard to meet anyone who had more to learn about the resort business than myself. I had been engaged in the general contracting business for thirty-five years, when I burned my bridges behind me and decided to make the pastimes of the people show me a profit. As a contractor I was ac-

(Continued on page 29)

GEORGE O'KURA and COMPANY
PEDESTRIAL JUGGLERS WITH
JOE BREN PRODUCTION CO.
Season 1923-24

BUILDING PARK ON A SHOESTRING

Chicago, Dec. 27.

Sam Benjamin, who operates Fairyland, a new amusement park in Kansas City, Mo., at the convention of the National Association Amusement Parks held here, told of "How I Built My Park on a Shoestring." Interviewing Mr. Benjamin on the subject, he said:

"I have been in the park business in Kansas City for 24 years, 16 in the employ of M. G. Heims at Electric park, seven years at Fairmount park, and last year I built Fairyland, which I now operate.

"In all of the years I worked for the other fellow I dreamed of some day building a park of my own. But dreams, when proven a reality, run into real money. I never was able to accumulate while working for the other fellow, but, nevertheless, while working for him, I learned all I know about amusement parks and was able to get valuable information.

"From the start I seemed to have it instilled in me to cater to the concessionaires in so far as trying to look out for their end, as well as the interests of the park company.

"To prove that such a policy was the correct one when I first announced that I would try and build a new $1,000,000 park in Kansas City, the first thing I did was to go to my friends who were concessionaires and riding-device operators and lay my proposition before them. They made inquiries as to what I calculated my prospects would be and of what benefit they would derive. I told them frankly what I thought the future held in store for me, and as a result I was able to close contracts with them valued at $300,000 to the new park.

Something to Work On

"After that was done I had something to work on. First I approached my personal and business friends in Kansas City, told them the same story as I had told the practical park men, which resulted in the case of $250,000 in stock for the project. Some subscribed $500, paying $10 on account and giving notes for the balance. This made me feel good to find that the people in my home town had faith in me and that, I think, is half the battle of a park man, manager or owner.

"As soon as the money had been pledged we broke ground. It was

(Continued on page 26)

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130 East Duval Street, Germantown, Phila., Pa.

HARNESS RACING OUTLOOK

(Continued from page 5)

quality suitable for racing. This came, too, in spite of the insistent demand for higher class at the races. The "world do move" and with it has moved also the men who raise trotters and pacers.

Situation Less Critical

The same trouble to find a field of usefulness for the by-products, or those which will not do to race, but as it may be seen with the raising of the standard of production the situation is less critical for the breeder.

Besides, there is a new field opening in the rapidly growing demand for riding horses. It is strange, yet true, that the gaited trotter or pacer is sought after eagerly by riding clubs. People have found that the well-bred harness horse with a period of training will beat the saddle horse at his own game. Also, in many cities there is a return to the amateur harness sport with clubs formed for racing on Saturdays. The old demand for the thrill of a dash behind a good, swift and game horse will not down.

"That's that," respecting the breeding situation and the utility roles of the horse these days. Your friend—or perhaps you—seeing few horses upon the streets or roads, is not to be blamed for asking, "Racing is about played out, isn't it?"

1924 Outlook

Would it be too hackneyed to clothe in words reflecting the height of optimism our view of what approaches in the light harness racing world? Perhaps it would be quite too sanguine a dependence upon the gradual evolution which is bringing out what was once a rough-and-ready, haphazard sport, a business attraction organization, in which modern, progressiveness shapes the way. There are so many things favoring that it is hard to refrain from calling in all the adjective reinforcements at command and applying them, right here, respecting the outlook at the threshhold of 1924.

For racing is emerging—has emerged—from an outlaw state to the plaything, the amusement, the business of millions. It has had no fictitious propaganda to work it into the hearts of the multitude—no sport or business or attraction was ever more lacking in the paid word to secure attention. But, in spite of all the delinquencies—which mostly are chargeable to the men with millions invested in it—it has gradually gained from the old form into the new.

Who of 50 or more years cannot remember the racing places of olden days, where nothing attractive might be observed, beyond the racing performers themselves. And who of today has not seen the sport given under auspices properly decorating it—with stands of the most modern type, silk-clad drivers, music, flowers and green things, giving a pleasing touch to the racing ground?

Racing Progressive

Of course, this is but the rest, too, has gained. Racing rules have been modernized; racing systems changed from old fashioned ideas to progressive forms. Crookedness, so rampant upon the turf in years gone by (if we are to believe half of the stories written about the time) is being eradicated. Power vested in the judges' stands is growing; the tribunal is made more autocratic by the parent bodies—and it was needed thus, for loose application of rule encouraged collusion and trickery.

There will be racing indexed in the Year Book of 1924 for approximately 1,200 meetings in the United States and Canada. It will be possibly a slight increase over the racing last year. Besides these there are probably 100 or more meetings that, because of lack of membership with parent associations never got into official records. Next year may pass that number. Plans at present look ahead of the present. New tracks are being constructed in numerous places; old ones are being refurbished and made ready for racing.

Out of the pleasing outlook there comes one deterrent factor. That is the present existing trio of parent associations and their presence suggests that in the march of progress something has failed to function to eradicate an antiquated form whereby a trio of heads govern where one would serve with greater efficiency.

Indeed, there is waiting upon the proposition of amalgamation some advantageous features which cannot under existing circumstances be properly financed or presented to aid in the advancement of the racing sport. Racing goes ahead in spite (rather than because) of the reigning triumvirate, which ostensibly at peace, carries warring edicts into the political manipulations of each and all.

Today, with an agreement between the American, National and Union Trotting Associations, and a grand amalgamation of interests into which all horsemen could and would join with hearty fervor, the brightest outlook of all racing history would prevail.

Not Against Other Attractions

Enterprising and influential horsemen who have been active in carrying forward their work for one great encouragement for a fruition of their plans—if not this coming year, in the next one, certainly.

There is a happy attitude, also, in the recognition among horsemen of the need of other attractions. Once it seemed impossible for a harness racing devotee to grant any merit in auto racing, or any of the various attractions at fairs. Now, the majority, at least, join in good spirit, with best wishes for the fireworks men, the shows, the other legitimate factors in our amusement world today.

And well they may, for assuredly as long as our American race exists there will be a demand for harness racing; the stands will thrill at the sight of fast trotters and pacers trying for the mastery upon the level race track; and back home will go thousands to treasure the story of an honest battle in which man's wits supplemented the speed and gameness and intelligence of the noblest of man's beasts.

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Remembrances to every
Patron, artist and employee. We
Hope the coming year will bring
Each and everyone the
Utmost happiness, and
May prosperity and
success be yours.
The Orpheum Circuit
Vaudeville Theatres

GEORGE L. DOBYNS SHOWS

1924

will again find us leading in public favor, presenting a stupendous carnival replete in newness and refreshingly brilliant in unusual offerings.

Pleased to hear now and always from fairs and organizations; likewise from showmen having anything original and different from "cut-and-dried" the "same-year-in-and-year-out" attractions to offer.

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MEMBER SHOWMEN'S LEGISLATIVE COMMITTEE

LOOKING BACKWARDS

(Continued from page 12)

shows visiting over the border, and in spite of a lot of rain in the early spring and summer, the lot of the showman has not been so bad as a year ago, and prospects look bright at this writing for 1924.

Circuses Had Good Year

The circus season was good for practically every organization that took the road this season. Ringling Bros. and Barnum and Bailey Shows have also had a big season, for they have done a capacity business practically all over the country where weather conditions were favorable. The American Circus Corporation, with its three shows operating are credited with a profit of over $1,000,000 from the combined exhibitions of the Hagenbeck-Wallace, Sells-Floto and John Robinson Shows. This in itself is evidence of patronage and the comparatively plenitude of entertainment money.

World Bros., new in name, but old in the experience of its owner, Fred Buchanan, has made a small mint, according to reports, and the Walter L. Main circus is also a good winner, or Andrew Downie would not retain the title for another year. The Patterson-Gentry circus, Al. G. Barnes Wild Animal Circus and got the big shows and some of the smaller ones have got by all right, but are not credited with really big money, although reports have it that the Sparks Circus, which can be reckoned among the big ones, was one of the leaders in profits, too.

Carnival Men Satisfied

The majority of carnival companies are satisfied with the season's work. They were handicapped considerably at the beginning of the season by inclement weather, but as the year went along, they had their share of sunshine, patronage and financial benefits. Several of th elarger shows did nice business in the early dates, but the majority coming up from the south had a hard row to hoe. With the advent of July 4 and after, together with the fair season, most carnival men began to put balances on the right side of the ledger. Towns were increasingly difficult to book this year, an element which counted against the organizations, but it is hoped that this feature will be somewht modified with the coming of 1924.

The south was in a deplorable condition in the spring, but with the autumn fairs was considerably better than last year, and it looks like it is continuing to advance in prosperity. At many of the state and larger gatherings all records for business was broken, except in the boom years, and several of the large organizations reaped a big financial benefit, but some of the supposed to be "good spots" in the way of fairs were spoilt for one reason or another, rain, and too much grandstand entertainment and free attractions being some of the main causes. Taken altogether, however, except in a few cases, carnivals have been prosperous in 1923. They have operated along more legitimate lines throughout, objectionable features have been eliminated from the great majority of the outfits, which will help matters materially for the coming season.

Most Fairs Broke Records

As foretold in Clipper at the beginning of the fair season it was a wonderful fair season in practically all sections of the country. Many of them broke all records and most of them came within reasonable reach of figures of those made in 1920. There were many reasons for this.

One of the primary attributes to fair attendance was the increasing popularity of the boys' and girls' clubs, which brought not only the participants through the gates, but whole families and families of relatives as well. Entries in all departments at fairs showed a great increase everywhere. Scores of new features were presented. Machinery exhibits were largely on the increase, outdoor exhibits covered the grounds. Women's programs were extensive, adding their weighty influence to fair attendance. Automobile interests co-operated extensively with displays, many of the 1924 models being shown. Pageants and spectacles were introduced into the amusement program in which thousands took part. Baby contests and the health departments had other interesting features. Agriculture and horticulture had big followings among exhibitors. The general live stock classes as a whole were larger in most cases than previous years. Horse shows had a big attendance and the United States government co-operated with many features, among them the army exhibitions, radio, etc.

The majority of fairs contracted carnivals and free attractions, together with fireworks displays and auto raeing, the latter being more responsible than ever before for large attendances on the particular days they were held.

Some fairs tried the circus as a substitute for the midway, but in most cases it was a failure. Fair crowds are essentially nomadic and do not want all their entertainment in one lump, or so it appears to be, and carnivals will most probably take their rightful place this coming year.

Several fairs did without their midway attractions and practically all that did so suffered thereby, although there were one or two state fairs which had nothing but riding devices, notably Wisconsin, where this innovation was successful according to all reports. The general opinion of the majority of fair managers is that the carnival and its concessions, rightly operated and honestly run, are one of the main gate pullers of the fair.

Taken all in all, the year 1923 has been a great fair year, and with the hope that 1924 may exceed the most optimistic expectations Clipper wishes fair men, show men in all walks of life, our friends, and all a most happy and prosperous New Year.

Waxman Sports Promoter

Maurice Waxman, formerly of the A. H. Woods publicity department and more recently secretary of the East Chicago Boxing club, has returned to New York to become associated with Al Weill and Charley Goldman, boxing promoters.

A HAPPY NEW YEAR TO ALL OUTDOOR SHOWMEN

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Correspondence invited from all Outdoor Showmen

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Write or Wire WINTER QUARTERS Portsmouth, Va., P. O. Box 82

OLD CONEY PASSING

(Continued from page 1)

place so the oldest inhabitant will have a hard job pointing out the sites that used to be occupied by a number of famous landmarks which by the time Mal 31 rolls around or much sooner will have completely disappeared.

Among the amusement places the street widening program will have swept out of existence, Henderson's will be remembered as the first music hall on Coney Island to give a class variety show and to cater to the patronage of women and children. Its last performance was given six weeks ago. Henderson's was originally instituted, for it was an institution, by the father of the late Fred Henderson. The first building was a wooden structure of the type that might be described as the bungalo. This was built about 45 years ago. The several fires which cleaned out Coney Island from time to time in the 80's and 90's destroyed several Henderson's in turn, until the brick structure, built around 1897, rose on the site of the original. This brick building at this writing is almost demolished, a part of the auditorium being all that remains. Several times after fires Henderson's and other Coney resorts gave performances in tents.

Inman's Casino

Inman's Casino Bowery and Henderson's Walk, another of the famous land marks to go, was a concert hall, playing a type of show that was the grand daddy of the present burlesque show as it is known on the Columbia wheel today.

Inman's was controlled by the Inman Sisters and built about 40 years ago. Like Henderson's places, Inman's was successively destroyed by fire several times.

It was at Inman's that Alexander Carr played as a member of the burlesque stock company the summer of 1906 previous to his engagement with "Wine, Women and Song," a burlesque show that played a season on Broadway and incidentally established Carr as a comedian. It was in Inman's and similar concert halls that Carr and numerous other star Broadway comedians laid the groundwork of their theatrical education, receiving a schooling that made Broadway success possible.

The list of present day vaudeville and legit stars who appeared at Inman's, like those who played Henderson's in their day, will fill a page of this issue of Clipper.

Spieler Outside

There was no admission charge to Inman's. The amusement seeker went in at the behest of a barker or spieler outside the door, who announced in raucous tones, "It's all free inside." But once inside the seeker of amusement had the ubiqitous waiter to reckon with, for the seat of Inman's, like all concert halls of the day, were located about tables and if the sitter didn't order fast enough the waiter would casually rub the edge of the table with his towel or apron. When the drinks were very slow in course of purchase the waiter would make a complete job of it and wipe the entire table dry, frequently depositing half of its soppy contents over the clothes of the slow buyer.

The performers and chorus girls (Inman's always had a chorus of 24 girls) lived above the concert hall in the hotel upstairs. The performances were continuous from noon until midnight.

The men principals, through the necessity of being on duty for such long periods would often slip out to eat at a nearby restaurant with their make-up on. It was a common sight to see Irish, Jew, Dutch and blackface comedians strolling about the Bowery after having stopped in at a restaurant in full regalia.

The show at Inman's was given amid crude surroundings and had little or no "production" to back it up with an audience that was frequently changing and with a medley of strangely assorted noises coming in from other amusement places nearby, but it was a great show on the average, as far as entertainment and talent was concerned.

Connor's Imperial

Connor's Imperial, a few doors east of Inman's on the Bowery, was another concert hall that had a policy somewhat along the lines of Inman's, but given amid even much cruder and more rough and ready surroundings. There was a continuous performance here also and a barker or booster at the door to coax in patronage, with tables and waiters with the same table wiping routine for the slow drinkers. No admission charge "It's all free inside" was the slogan, for the Imperial and all of the Coney concert halls.

It was at Connor's that Pat White, a burlesque comic who has been starred in many a wheel frolic and who is this season at the head of the comedy forces of "Let's Go," on the Columbia wheel, secured his show schooling. White established a big rep at the Imperial and had a following proportionate.

20—Count 'em—at Koster's

Koster's, also on the Bowery, didn't have a burlesque show or vaudeville, but it did have a platform with some 20 (count 'em) "beautiful" females seated thereon, and each took a turn in warbling a popular ditty.

Admission to Koster's, like the others, was free, but the occupants of the front seats down by the platform with the 20 beautiful soubrets

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SEASON'S GREETINGS

AND BEST WISHES FOR THE NEW YEAR

FROM

Vincent Lopez

AND HIS

HOTEL PENNSYLVANIA ORCHESTRA

VINCENT LOPEZ'S RED CAPS
ON TOUR, KEITH CIRCUIT

VINCENT LOPEZ'S HOTEL STATLER ORCHESTRA
HOTEL STATLER, BUFFALO

called for a tariff of 25 cents a bottle for beer.

The "prospect" steered to the front seats by the waiters at Koster's would often let out a yell that could be heard in New York when they nicked him 25 cents for a bottle of brew. It was good beer, too, but beer in the days of 1895 sold for 5 cents a bottle, and the "prospect" frequently thought 10 cents was plenty to sit close to the platform.

Good Old 1897

Good old days those of 1897 when they handed out a bottle of good beer for 25 cents and tossed in a front seat with a close-up view of 20 beautiful gals—count 'em—and in tights.

Scotty Morgan's was a cabaret, and before the word cabaret came into usage a place with tables, waiters and floor entertainers. They had great talent there, too. The College Inn was another of the cabaret type with entertainers working on a low platform on the floor.

Stauch's, which will be partly demolished, was the largest dance hall on Coney Island and a famous resort of its kind.

The march of progress is irresistible and the old order makes way for the new. *Bell.*

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SYRACUSE FOR BIGGER FAIRS

(Continued from page 12)

expenses for 1924, the Syracuse day committee of the Chamber of Commerce will continue its fight for a permanent improvement program for the state exhibition, it has been learned.

Joseph A. Griffin, chairman of the committee, said he expected to have a conference with members of the fair commission next month, when the improvement program will be taken up.

Beyond asking for $300,000 for a new horticulture building, the commission demanded only $3,000 additional for personnel in its offices in this city.

FAIRS EDUCATIONAL

(Continued from page 12)

an exhibit of horses, sheep, pigs, cows, etc. The patrons are not alone satisfied with just seeing the stock, but want to know how it is raised, how it is treated and what new methods are practical for stock and cattle raising. It is the duty of the fair officials to see that this information is imparted to the visitors and the successful associations see that it is done. They call upon the United States Department of Agriculture to help out, they ask the State Department and State agricultural schools to help along and by doing this make their event worth while for the people of the state and country.

In line with this plan of operation, they have found that exhibits from boys' and girls' clubs in the stock, agricultural and homework line are quite potent and they have exercised extensive means to encourage the participation in these events of the juniors who range in age from 10 to 20 years. The youngsters have been inspired by the encouragement they have received from the fair associations, with the result that the clubs they are members of have been increasing the size and range of their exhibits each year. It also has been obvious to the fair officials that where the young people have a chance to show their product that they are a big means of attracting attendance. They as a rule come themselves, bring their elders with them and also are responsible for the appearance of their friends and neighbors.

Entertainment Essential

However, one thing has been quite plain to secretaries as far as the junior exhibitors were concerned, and that was if good amusements and plenty of them were not on the grounds the youngsters displayed little interest in the event and were rather reluctant to exhibit and attend. The juniors as well as their elders feel that even though the fair has plenty to offer in the line of ex-

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ELKS LODGE	McAlester, Okla.	CYRUS GROTTO	Hutchinson, Kansas.
MIRZA SHRINE	Pittsburg, Kansas	ELKS LODGE	Wichita, Kansas.
OMAN GROTTO	Kansas City, Kansas.	ELKS LODGE	Dallas, Texas.
ELKS LODGE	Hannibal, Missouri.	KAMRAM GROTTO	Birmingham, Ala.
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A PROSPEROUS NEW YEAR FOR THE OUTDOOR SHOW WORLD

Spillman Engineering Corp.

NORTH TONAWANDA, N. Y.

Manufacturers of CATERPILLARS and CARROUSELS

hibits, it is not properly shaped up unless there is good and wholesome amusement. One or two acts in front of the grand stand, a handful of fireworks, and a few racing events do not seem to be enough for these patrons. What they desire is an abundance of amusement and they are willing to pay for it.

Last summer, at an Eastern fair, a Clipper reporter encountered a group of junior exhibitors, and entered into conversation with them regarding what attracted them to the fair. At the beginning he was impressed by the youths that they came from rural communities, and the State fair was an event that they waited 364 days for. He asked why, and received a quick response, "because we can have a lot of fun, and see shows, stunts, and things that we never get at home." The young people stated they lived in a community of about 500, and the only amusements they got throughout the year was a small picture house in a town about six miles from their homes. Vaudeville or road shows they never saw, they asserted, so that when they came 100 miles or more to attend the fair they were out for a good time and were bound to have it.

"Suppose this fair had no amusements, rides and shows," said the reporter, "would you like to come to it?"

"I should say not!" shouted the youngsters in unison. "If they had no life here, why there would be nobody here, because we folks from the farm hold fair week as the event of the year, and when it comes around are prepared for a grand and glorious time, and are willing to pay for it."

At this particular fair there were about 10 acts in front of the grandstand, auto-polo contests, horse racing and balloon ascensions. Business at the grandstand was practically capacity all the time, with the officials reporting that about 40 per cent of the people who came through the gates buying seats in the structure.

The midway of this fair was so arranged that people wanting to see the exhibits would have to pass through the show area going and coming, and the shows, rides and concession stores got a good play.

At another Eastern fair, where concession stores and exhibits predominated, using the space, or most of it, where a midway should be, and where only a few rides and shows were on view, this reporter again got the opinion of a group of youngsters as to what they thought of the event. They in turn told him that they came for fun, but could not have it, as there were only a couple of rides and a few shows on the grounds. The young people were strong in emphasizing the fact that they were not keen about coming here, because they were not having the fun they had anticipated.

The majority of the fair associations in the Central West and West seem to realize that amusement is a stellar attraction for their event, and indications are 1924 will see an increase in the use of free acts and carnivals by thes organizations, which seem to figure that amusing their patrons is just as much education as the showing of interesting exhibits.

One of the western secretaries claims that he takes as much space in informing the people of his State what the amusement features will be as he does in advertising the type of exhibits that will be shown. This he said has been a successful procedure, as the grandstand and carnivals at his grounds each year turn in a tidy profit for the association.

Unger.

CARNIVAL ROUTES

Brown & Dyer
Dec. 24, Miami, Fla.; Dec. 31, Key West.

Bernardi Expo. Shows
Dec. 24, Glendale, Cal.

Coley's Greater Shows
Dec. 24, Valdosta, Ga.

Delmar Shows
Dec. 24, Waxahachie, Tex.; Dec. 31, Ennis, Tex.

Johnny J. Jones
Dec. 24 (indefinite), Habana Park, Havana, Cuba

Kraus Coney Island Shows
Dec. 24, Santo Domingo, Puerto Rico; Jan. 1-14, Hayti.

A. B. Miller Shows
Dec. 24, Hope, Ark.

C. W. Naill Shows (colored)
Dec. 24, Marksville, La.

Wortham's World Best Shows
Dec. 24, San Diego, Cal.

OMARS' CRACK TEAM

The class of Indianapolis independent basketball teams appears to be the Omars again this year. Manager York has for his first string these former college and high school stars:—Church, Purdue and Hennesey, Indianapolis, forwards; Hinkle, Chicago, center; Spud Campbell, Franklin and Tubby Moffett, DePauw, guards.

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WIRTH and HAMID
FAIR AND INDOOR CIRCUS DEPARTMENT
CAN USE STANDARD ACTS AT ALL TIMES
FAIR SECRETARIES
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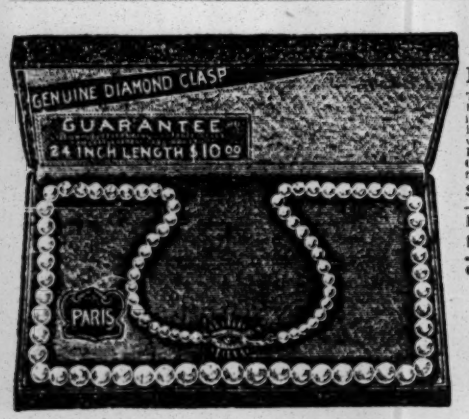

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Boards are $3.00 per doz., $20.00 per 100. All Cash or 25% with order.
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Buttenheim-Dix Publishing Corp., New York City; general advertising business; 1,000 shares preferred stock $100 par value; 10,000 shares common stock [illegible] par value; L. P. Anderson, Rosa Tribus, Hattie Rainitz.

Rochester Valley Products Co., Inc., Rochester, N. Y.; deal in beverages; $15,000; J. J. Ward, M. S. McMahon, H. T. McFarlin.

En Route Service Bureau, Inc., New York City; aid travelers; 500 shares non par value; Nancy Halliday, M. M. Fraser, R. M. Fraser.

Statement and Designation

Charles Cory & Son, Inc., Delaware; manufacture radio devices; 5,000 shares preferred stock $10 par value; 3,000 shares preferred stock $100 par value; 15,000 shares common stock non par value; New York City office, 183 Varick street.

Westburr, Inc., Delaware; construct radio; 1,000 shares preferred stock $100 par value; 5,000 shares common stock non par value; New York office, 25 West 43d street. Attorneys, Clarks, Carr & Ellis, 120 Broadway.

Relim Production Corporation, New York city; show cards, advertising, etc.; $10,000; George W. Vause, J. S. Boyle, W. F. Baxter.

Chatham Button Corporation, New York city; manufacture buttons and novelties; $15,000; Harry Goldberg, Max Hassud, D. F. Mayer.

American Artist Management, Inc., New York city; concert and theatrical managers; $10,000; C. B. Campbell, M. B. Rosenberg, Elizabeth Morse.

Kessler Development Co., Inc., Brooklyn, N. Y.; realty, restaurant, places of amusement; $15,000; Max Kessler, Annie Kessler, Henry Kessler.

Ganio-Kramer Co., Inc., New York city; manufacture electrical and radio appliances; $50,000. Directors, F. F. Gunio, Harold Kramer, Earl Binder; subscribers, F. E. Call, M. R. Casey, F. H. Holmes.

Raflex Mfg. Sales Co., Inc., New York; radio machines; $20,000; H. R. Menefee, David Levow, Sydney McSpedon. (Attorney, Leo Wolfson, 299 Broadway.)

J. H. Appel & Co., Inc., New York city; novelties; $10,000; J. H. Appel, Rachel Oltarsh, F. B. Appel. (Attorney, J. R. Oltarsh, 36 West 44th street.)

Hygrade Mechanical Toy Manufacturing Co., New York; manufacturing toys; $50,000; M. G. Goldstein, S. Goldstein, J. K. Selenkow; attorney, E. I. Gottlieb, 140 Nassau street.

Carlton Improvement Society, Carlton, Orleans Co.; amusement resort; $1,000; H. P. Dean, C. W. Mann, Ben Howes; attorneys, Thompson Bros., Albion, N. Y.

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Ingersol Amusement Co., Galveston, Texas; capital stock, $100,000. Incorporators Audley Ingersol, Geo. T. Prendergast and John Palmer, all Galveston. Purpose, operating aerial devices.

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Merry Xmas and Happy New Year to Everybody

BELLE BAKER

TOURING ORPHEUM CIRCUIT FOR THE FIRST TIME IN TEN YEARS

Direction EDW. S. KELLER

BUILDING PARKS

(Continued from page 15)

not so easy. Our troubles had just started. Our opposition started war against us. They went before the City Council with an ordinance calling for the cutting of streets through the park property 30 days before we were ready to build. I went to the Mayor and, after much effort, induced him to accept the vice-presidency of our company.

"Then we went ahead with our building until our payroll became so heavy we commenced to run short of ready cash. That was quite serious. I did not want my dream to collapse.

"I began to do a little figuring, and decided I would sell some of the concession rights. I went to two men and told them if they would take $20,000 in stock I would give them the hot dog concession. They accepted, and that $20,000 was most useful in meeting the payroll and keeping up our morale.

Eating Up Money

"But this money was being eaten up fast, so I started out again and got hold of two men to take over the popcorn and peanut stand concessions. They gave more cash, and it was easy again. The deal with these concession men called for the park to get 25 per cent. of the gross intake of their concessions for the privilege.

"That sounds nice. But on a certain Friday when I was making up the payroll, which amounted to $7,200, I discovered that we had only $600 balance in the bank. I had to get the money within 10 hours, and did, and only through friends. So you see what friendship in this business means.

"We have altogether 210 stockholders in our company and it is quite a task to satisfy all of them, but nevertheless the park shows a 12 per cent. dividend on the investment, so that everyone at present is pleased with what has been done, regardless as to whether or not their views had been carried out.

Good Standing Necessary

"Though I do not want to be considered egotistical, I think at this time it is proper to say that to be successful, a park man must keep in good standing in his community and let it be known that he is on the square with everyone, public and concessionaires, and he will find that he will get all of the support he wants, moral and financial.

"I also wish to point out that at the time I was trying to get things under way there was powerful influence and opposition confronting me at all times. The general public and the concessionaires knew that I was not able to build this wonderful park on my own financial resources. They knew all this and knew it well, and if my reputation in Kansas City had not been good, I could never have accomplished what I did on a 'shoe string.'

"That 'shoe string' just grew into the following: a swimming pool, 100x300 feet; dance palace, 118x100 feet; 41 concessions and riding devices; a music pavilion with a seating capacity of 4,000; 40-acre picnic grove; 25 acres of automobile parking space; 20 cooking ovens for free use of picnickers; 2,000 feet of picnic tables, and 1,400 feet of walls and entrance, which is 80x300 feet and all covered.

"My whole idea was to try and cater to children, therefore the name Fairyland. I still went further than that as far as atmosphere is concerned, for on all of the entrances and walls leading into the park, I had painted Mother Goose rhymes. You know the best friend an amusement park man has is the 'kid.' When you can get them to be your personal press agents you have smooth sailing. Just please them and the grown ups will come, for where the youngster wants to go the elders will follow.

"So to make my resort popular and attractive to the 'kiddies' I had installed a minature railway, pony track, custer kiddie coaster, baby aeroplanes, merry-go-round, large playground and other riding devices popular with the youthful element. Those devices consisted of the caterpillar, butterfly, seaplanes, dodgem, whip, ferris wheel and a few free novelties for the kids. My calculations seemed to be right, for we did a big business with all of these rides, with our big coaster, which we called the 'Skyrocket,' proving the best money getter.

"Our swimming pool did not get underway until late in the season, but during July and August we did capacity business, charging 40 cents and furnishing all of the bather's needs. We made special accommodations for the young ones and the patronage we received through them warranted the expense.

Dance Palace Did Capacity

"Our Dance Palace did capacity throughout the season and when one figures the size of this building it really is remarkable. We have a 12-piece orchestra there, and it costs real money every week to operate. It all goes to prove that what the public wants is something new, novel and entertaining.

"Another big factor in the park business is the picnic. One must be liberal with their rates for these events and must let the public know that they are in business to please and entertain them. That the picnic draws people to the park who bring their food with them does not say that these people do not

TIGHTS

Silk Opera Hose and Stockings

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French Merchandise Wheels that are known the world over. No one can duplicate our work and prices. Our two new designed Merchandise Wheels are also ready. Any wheels shipped same day as per order. Deposit required on all orders. Write for catalogue.

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Give full particulars and send photographs with first letter.

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Garrick Theatre Bldg. CHICAGO

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"I'VE GOT A MAN OF MY OWN"
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"HOUSTON BLUES"
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"THE FIVES" FOX-TROT "AT SUNDOWN" WALTZ "THE ROCKS" FOX-TROT

"YOU HAVE A HOME SOMEWHERE"
FOX-TROT
AND
"MUSCLE SHOALS BLUES"
FOX-TROT

The Great Dance Hit of the Year.

PROMPT SERVICE—All orders are filled or inquiries replied to on the day received. Get these numbers in sheet music form, or player rolls and phonograph records. Orchestrations and Songs, 25c each. Order from your jobber or direct from

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We will open in Southern Michigan April 19th for a nine-day stand, including two Saturdays and two Sundays. Mr. May will personally head the advance and a well-planned route, consisting of real manufacturing cities, under strong auspices, can be assured. Our season will include a circuit of eight or more day and night Fairs.

WANTED—SHOWS—We will place any clean money-getting Show or attraction at a very reasonable percentage. Tops furnished if desired.

CONCESSIONS—Practically all Concessions are open. Our terms are very reasonable, and we will sell a few exclusives. Absolutely no graft.

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AFFILIATED WITH THE ORPHEUM CIRCUIT OF THEATRES

FRATERNAL ORGANIZATIONS LET US SUPPLY YOU WITH AN OUTDOOR CIRCUS

WE GUARANTEE OUR ATTRACTIONS

CAN USE SUITABLE ACTS IMMEDIATELY FOR INDOOR CIRCUSES AND FAIR ENGAGEMENTS FOR SEASON 1924, ALL CONTRACTS PLAY OR PAY

TO THE FAIR SECRETARIES WE OFFER YOU SERVICE and TALENT

STANDARD ACTS FOR FAIRS

WE WANT TO HEAR FROM ALL FEATURE ATTRACTIONS

J. C. McCAFFERY, Manager
STATE-LAKE, BLDG., CHICAGO

In taking this opportunity to wish everyone in show business the most prosperous New Year ever enjoyed the

RUBIN & CHERRY SHOWS

INCORPORATED

Acknowledged by All to Be

"The Aristocrat of the Tented World"

begs to announce that for the coming season of 1924 its assembled shows will be of so diversified a character, so unique in their appeal, and so meritorious in their quality, that the whole show world will gasp in amazement.

MORE NEW FEATURES than any other three shows
MORE FIGHTING LIONS than all other trained wild animal exhibits combined.

MORE CLOWNS, MIDGETS, EQUESTRIENNES, FUN HOUSES, HUMAN CURIOSITIES, BANDS, MINSTRELS, SCENIC and ELECTRICAL SPECTACLES, SINGERS, TEMPLES of MIRTH and MYSTERY, SHADOW PANTOMIMES, WEIRD, ODD and SENSATIONAL and THRILLING PERFORMANCES than ever before gathered under one banner.

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RADIATING the SPIRIT of the AMERICAN LOVE for CLEAN OUTDOOR AMUSEMENT

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RUBIN GRUBERG, President and General Manager

RUBIN & CHERRY SHOWS, Inc.

BOX 736, MONTGOMERY, ALA.

come to spend money. They spend a great deal more at a resort as a rule than do those who simply come out there to dine. So these people, as a matter of fact all the people who visit a park, must be given 'service and comfort' and in return they will spend their money. Whenever a concessionaire says he cannot get any business and the park manager gives him the crowds, it is the former's fault and not the latter's. But at all times it is up to the park manager to get the people within the gates and when he has done that the result is obvious—everyone is contented, but the selfish 'squeezer' who has no right there. He will never be satisfied no matter what you give him.

"Good music and fireworks are, in my opinion, the only real free attractions for parks. Free acts do not mean anything to a park as a drawing card. The public go to see vaudeville and motion pictures all winter and I have found that in the summer the secret of success is to give them something light and airy. Crowds must be kept in motion at all times. That cannot be done with free vaudeville and pictures. I have never heard of an enclosed theatre paying in a summer amusement park. However, there might be some that do pay. The operation of a theatre offsets the business of your riding devices and other amusements and it is either the case that the theatre or the concessionaires suffer, or both. One certainly conflicts with the other.

"Another feature to which park men do not pay strict attention to and should is the automobile. Park men do not seem to realize what automobile trade means to them. We do and cater for it. Our park at the present time has 25 acres of parking space. We are looking to the future and at any time in the future we are ready to take over an additional 20 acres for this same accommodation.

Parking Cars Properly

"Suppying the space is not the only obligation the park man has to the automobile patron. He must arrange his space so a person can get out at any time they wish without considerable trouble and inconvenience. During the past season I had seven men do nothing but park cars properly. Men doing this work must be courteous and obliging, for if they are not the park suffers. Then, when the patrons know that they can come and go at any time it pleases them they will come more often. But if, on the other hand, they once get in and have to sit and wait until the other fellow gets out, they will hardly ever return.

"Our opposition always changes for drinking water. I have always insisted on plenty of free ice water for my patrons. It is one of the best assets a park can have and does not hurt the drinking refreshment stands. It is a big boost for a park when a patron knows that they are not taxed a penny for a cup to get a little cold water.

"With regard to big week day business, I have always found that can be obtained through the booking of picnics on a liberal basis. I have always insisted on one-half rates for children on picnic days. It pays. Generally we limit the time of the picnic to six in the evening.

"Another advantage a park man has is being on the job during business hours. I make it my business to be at the entrance every evening between 7 and 9 to greet everybody I can and show them how pleased I am for their attendance. We are all vain, and when the public know that the manager of a park is at the gate to receive them upon arrival they consider themselves flattered and make it their business to come often and get the greeting. It also pays for a manager to know his customers by name and greet them. They like it and do not begrudge anything they spend with you.

"I always impress on my concessionaires and employes how important it is to let the public know that we appreciate their attendance and not that we are doing them a favor by letting them enter our park. When this is done by park managers they will find no obstacles on the road to success for their venture, as that is how I built Fairyland on a shoestring and made good."

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For Season 1924 at Myrtle Beach Amusement Park, Milford, Conn. A livewire park for Caterpillar, Kiddie Ride or any other Ride in space 72x100. American Palmist, Ball Games, Good Cook House or any other concession that doesn't conflict.

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Hagenbeck-Wallace Circus

Billposters, Lithographers, Banner Men, also first-class Banner Squarers. Can place a Newspaper Man—one that can produce—not a press agent.

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For Bazaars and Indoor Shows

WE CARRY A FULL AND COMPLETE LINE OF

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DOLLS, BLANKETS, SILVERWARE, BEADED AND MESH BAGS, CANDY, LAMPS, ALUMINUM, WHEELS AND PADDLES, ETC.

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Silk-Like Centers with that Hard Knotted Fringe

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BUY DIRECT FROM MANUFACTURER

PILLOWS THAT BEAT THEM ALL FOR CARNIVALS and FAIRS

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Leather Tie Hangers, 12 Beautiful Designs,

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800-Hole Board, 12 Pillows	11.50
1000-Hole Board, 12 Pillows	12.50
1000-Hole Board, 16 Pillows	15.00
1500-Hole Board, 71 Prizes: 10 Pillows, 26 Pennants, 24 Dolls, 1 Leather Pillow for last sale	20.00

LOOK—POCKET PULL CARD—LOOK

With Genuine Leather Pillow, 50 Pulls. Brings $9.00. Only $2.25

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Leather Pillows, new designs, $2 each

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1000-Hole Board
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Grown-ups Buy Them, $2.00 Doz.

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GOV'T. WEATHER PREDICTIONS

(Continued from page 1)

Humphreys demonstrates the basis of sound truth back of the old proverb:

An evening gray and a morning red
Will send the shepherd wet to bed.

A red morning sky indicates that the whole atmosphere up to a considerable elevation is humid, and rain, therefore, probable later in the day. A gray evening sky means much the same thing. The explanation of why red in the morning and gray in the evening point in the same direction is somewhat technical, but solidly scientific.

"A year of snow, a year of plenty," does not need much explanation to make its truth clear. A steady covering of snow means a cold winter, which delays the blooming of fruit trees until the danger of frost is over and also prevents the alternate freezing and thawing, which is ruinous to field crops.

Rainbow at night, sailors' delight;
Rainbow in the morning—sailors take warning.

In the evening a shower which causes a rainbow is commonly moving farther away from the point of observation, thereby promising fair weather for that locality. In the morning the reverse is true. Due also to changing conditions of temperature in morning and evening, a morning rainbow indicates humid air and an evening rainbow that the atmosphere is comparatively dry.

Here are some proverbs which have to do with rain, all of which are said by Dr. Humphreys to be based on sound observation and reasoning:

Sunshine and shower, rain again tomorrow.

A shower means rain from a cloud of limited extent, but it also implies quite humid air and indicates that further showers are quite probable.

When the dew is on the grass
Rain will never come to pass.

The formation of a heavy dew indicates that the air is very dry and rain most unlikely. What applies to dew has the same application to frost, justifying the proverb: "Heavy frosts bring fine, clear weather."

"When it thunders in the morning it will rain before night," is said to be based on observed fact, as is also the sailor's proverb that "showers are most frequent as the tides turn."

When leaves show their undersides
Be very sure that rain betides.

The turning of the leaves is due to the absorption of moisture by the leaf stalks. And increased moisture in the air indicates a coming rainstorm.

When the smoke goes west
Good weather is past.
When the smoke goes east
Good weather comes fast.

In this part of the world the prevailing wind blows from west to east. When it blows in any other direction a storm of some kind is indicated. And when it shifts back to west and "the smoke goes east," it is a good sign that the bad weather is over.

When the wind is in the south
The rain's in its mouth.

Winds from the south are warmest and commonly most humid. They usually form part of a cyclonic storm and blow from its rainiest region.

"A high wind prevents frost," because it continuously brings fresh air to the surface of the ground and thereby prevents the cooling of the grass to below the dew point. "Moonlit nights have the heaviest frosts," because on the clearest nights the cooling of the earth's surface by radiation is greatest and therefore most likely to cause condensation in the form of dew or frost.

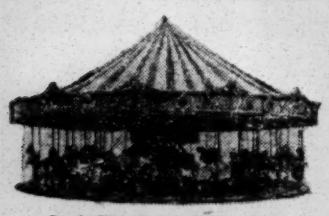
Curls that kink and cords that bind
Signs of rain and heavy wind.

Increasing moisture in the air is responsible for the phenomena recorded, as also for the truth embodied in the painful proverb that—

A coming storm your shooting corns presage,
And aches will throb, your hollow tooth will rage.

Altogether the scientific research of Dr. Humphreys finds so much truth in many of the old wives' weather prophecies that it would seem the part of wisdom not to question any of them without good reason.

Joe Greer, who had the concert last season with the Sells-Floto circus, is recovering from being kicked over the heart by one of his bucking horses. He will have the high-jumping horses with the Ringling-Barnum and Bailey circus for the engagement at Madison Square Garden.



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GREETINGS

FROM THE

MAY WIRTH WIRTH FAMILY AND PHIL

FAIR MAN'S EXPERIENCES

(Continued from page 15)

customed to carefully estimating the cost of the work in hand, and could foretell almost to a dollar the profit that would be mine when the job was completed. I knew nothing about the hazards that beset the amusement man—how a rainy day may cause a loss of thousands of dollars and wipe out carefully prepared plans; how a circus or some local exposition will draw away the crowds; how the people must be attracted with something new. I likewise encountered the problem of handling capacity attendance and getting value received on those passing through the gates and keeping down the overhead on blank days when few people are on the grounds.

These and hundreds of other details I had to master. I proceeded cautiously, feeling my way and taking but few chances. For the first few years I spent but little money on promotion until I became surer of my footing. Perhaps I might have earned larger dividends had I plunged into the game with greater expenditures; but I refused to do this. All of my life I had been used to following specifications and getting my reward in that way. When my work was done I was accustomed to receive a check as payment in full for my labors. In the amusement line it was the problem of meeting an overhead comparably great to that in the contracting field, with only dimes and nickels of the fickle pleasure-seekers to draw upon. As I have said, this was new to me, so I determined to proceed carefully and gain experience as I went along until the day when I could apply specifications, or, rather, a definite system, to the operation of an amusement park.

Just to illustrate the width of the business gap that I had to jump when I first entered the show field, I will briefly sketch my experience as a contractor.

During a visit to the Chicago exposition in 1893 I was greatly impressed with the gigantic enterprises that make up an event of that kind. So I decided to enter the contracting end of exposition building.

Two years later the Trans-Mississippi exposition was held in Omaha. I co-operated with the board of directors of the exposition and figured on every job in the entire grounds. My compensation for this work was entirely satisfactory, totaling many thousands of dollars.

Then came Buffalo with the Pan-American exposition. It was to my mind the most artistic public show ever held in this country. At Buffalo I succeeded in obtaining all of the contracts for government buildings. The assassination of President McKinley cast a gloom over the exposition. September 5, 1901, was set apart in his honor and called the "President's Day." On the afternoon of the following day, while holding a public reception in the Temple of Music, he was assassinated by an anarchist. This tragedy proved detrimental to the exposition for the remaining period of its showing, and resulted in a financial failure. However, Congress passed a bill to pay all of the claims of the creditors against the exposition.

At the St. Louis exposition I had the honor of erecting five of the state buildings, the festival hall and the famous cascades, considered at that time as the second wonder of the world. They were almost as imposing as Niagara Falls and were heralded by the press of the day as a great engineering feat.

At the Jamestown exposition in Norfolk, Va., I erected all of the main buildings and also the government buildings. This exposition was considered a failure financially. The last three jobs cost me $87,000, for which I was never able to collect a cent. So at times the contractor must take chances and lose money just like the amusement man.

The Alaska-Yukon exposition, built on the state university grounds at Seattle, proved a great success for me, repaying me for my losses at Jamestown. Here I did most of the general buildings and all of the government buildings. They were of permanent construction and are housing the University of Washington today.

The Panama-Pacific exposition in San Francisco in 1915 was my last exposition. There I did over three million dollars' worth of work, building four of the largest halls, all of the great courts, with their pillars and sculptures, and the famous sunken gardens.

In the periods between expositions I devoted myself to other lines of construction, specializing in apartment house building.

Although world's fairs and expositions differ decidedly from amusement parks, you must admit that there is a distinct connection between them. In practically every exposition or world's fair a certain space is allotted to games, rides and concessions for the amusement and entertainment of the people and profit for the promoters. Unfortunately, at that time I was not particularly interested in these amusements, otherwise I could quote you experiences connected with their operation at that time. But I remember at the world's fair held in Chicago in 1893 the ferris wheel was first brought out to amuse the people, as well as many other outdoor attractions which the amusement park owner and manager has capitalized since that time. The amusement zone was regarded by the directors as one of the most important features of the exposition, as it was at that particular spot where they looked for the bulk of their receipts aside from the gate. Practically

Continued on page 31)

A HAPPY NEW YEAR!!!

ARE THE SINCERE GREETINGS EXTENDED TO ALL FROM THE CITIZENS OF CALGARY AND THE DIRECTORATE OF THE

CALGARY EXH BITION

(THE SHOW WINDOW OF WESTERN CANADA)

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COLOSSAL COMBINED CELEBRATION

TO BE HELD AT CALGARY, ALBERTA, CANADA, ONE WILD, WOOLY WESTERN WEEK, JULY 7th-12th, 1924

We take a pardonable pride in pertinently pointing out a few facts regarding this unique manner of educating and entertaining thousands.

Calgary is known as presenting one of the leading Fairs and Exhibitions in North America. Its exhibits and amusement attractions are top-notch in every respect.

Calgary is a Western city, and proud of it. The natural resources of its surrounding country are unlimited and have been, as yet, practically untouched.

Calgary is located in the foothills of the Canadian Rockies. It is on the famous Circle Trail of the Banff-Winderemere Highway.

Calgary is in the heart of the great "cow-country" of the Canadian Northwest. The contestants in range sports come from the neighboring ranches as well as from other stock raising districts of Western Canada and the Western States. All genuine.

Calgary is located within 100 miles of six Government Indian Reservations. That is why the display by thousands of Indians is the greatest in the world.

Calgary is the talk of the Outdoor Fair, Exhibition and Cowboy Contest world today—why? Because Calgary is the FIRST to combine a great Agricultural and Industrial Exhibition with a Frontier Day Celebration and Cowboy Contest—SUCCESSFULLY. Calgary, in the presentation of this wonderful combination has a great many places handicapped who desire to present a joint celebration of this kind. Why? Because owing to its location, its unlimited genuine resources and material to draw from, it offers a GENUINE celebration that MONEY CANNOT BUY. For instance:

An annual reunion of the pioneers and old-timers of the Northwest who opened up the country and paved the way to make this section the great Inland Empire it is today. Genuine Trading Post, open and doing business as in the early days and as they still do today in the northern posts by the historical Hudson Bay Co.

Gigantic Indian Encampment of thousands of Indians, with their ponies, travois, tepees, etc., etc., on the grounds.

Pioneers' log headquarters, where foregather the "old-timers" to again talk over the "early days."

Ranchmen, round-up outfits, chuck-wagons, remudas, cowboys, cowgirls, Indians, squaws, papooses, bucking steers and cows, agile calves, outlaw bronks, corrals, pens, chutes, everything necessary for the correct presentation of the REAL thing, devoid of all circus tinsel, but participated in by the originals of the types they represent, NOT folks dressed to play a part. Main business streets closed to automobiles that week. The City of Calgary goes back to the early-day period. Nothing on the "main stem" but chuck-wagons, cowboys on their horses, buckboards, etc. Everyone in town from the mayor down to the newsboys wear cowboy hats, shirts, etc. The city is transformed into the "cow-town" period of the open range days.

All the usual exhibitions and fair attractions in addition, such as carnival, platform free attractions, bands, horse races, Indian races, cowboy races, bucking horse contests, fancy and trick riding and roping, wild cattle and wilder horses; in fact, every kind of a daring and thrilling sport known to the frontier West, wherein contestants compete for thousands of dollars in cash purses, handsome trophies and countless special prizes, as well as the honor of winning OFFICIAL CANADIAN CHAMPIONSHIP TITLES, as awarded by THE CANADIAN COWBOY CONTEST MANAGERS' ASSOCIATION.

We invite EVERYONE, everywhere, to visit Calgary during this Startling, Stupendous, Scintillating Stampede and Exhibition. Come and see it done in the West, as only the West can present it. Visit the beautiful Canadian Rockies. Come by motor, railroad, horseback, aeroplane or on foot—BUT BE THERE.

Motorists, write Secretary of Calgary Auto Club for maps, etc., regarding best routes, etc., from ANYWHERE to Calgary.

Ask ANY railroad ticket agent ANYWHERE for special summer rate to visit Calgary, Banff and the Canadian Rockies.

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We guarantee you a Wild and Woolly Western Week. Bring your cowboy hat. It's the style.

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Issued every day, excepting Thursday, Sunday and Holidays

It's a daily news report of the show business, taking in all branches with daily summaries of news matters currently interesting to the show business with its news supplied through "Variety" and "The Clipper."

Featured stories and regular departments of "Variety" and "Clipper" do not appear in the Daily. The "Daily's" stories, condensed, are reprinted in either paper as they apply.

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"Daily," "Variety" and "Clipper"	*12*

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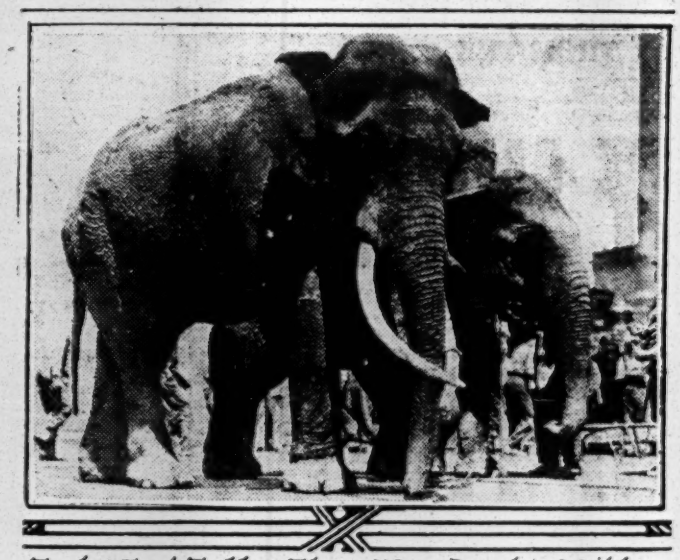

Tusko, Foot Taller Than Was Jumbo, With Al. G. Barnes Circus.

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AL. G. BARNES

WINTERING AT PALMS, CALIF.

WHEELS OPERATED BY ELKS

(Continued from page 3)

Not only Elks lodges necessarily, but possibly any other fraternal order operating along the same lines.

It is proof positive that the merchandise wheel is the greatest money getter that there is to be operated at an event that is given under auspices. Those auspices that cannot see this may possibly have to be educated through inquiry, and undoubtedly the Elks will be willing to pass on the information of the success of their event through the use of wheels.

Committees Worked Hard

The committees handling the New York carnival under Exalted Ruler James McDonald (assistant district attorney) worked like beavers to insure the success of the affair, sparing neither time, energy or money. On the committees were Patrick McGrath, John Campbell, Charles Onash, Charles Hussey, Chick Goodman, James Maxwell, Chris Maxwell and the Thursday night bunch, Sam Lewis, Johnny Hogan, Willie Meyers and the famous "Hokus Pokus (insurgent, Committee." Major Doyle, Louis Grossner, Bill Hartman, John Boone, J. J. Fitzpatrick and Frederick E. Goldsmith, Past Exalted Ruler.

The Elks committee works in conjunction with Commissioner Coler, New York "American" Fund, Salvation Army, Knights of Columbus and Masonic charities, searching out the really deserving cases of destitution.

The carnival activities took up all the floor space of the large club house. On the upper floor a dance was held, with a charge for each dance.

While the carnival was running the main object—i. e., to get all the money possible for the poor of New York—was never lost sight of. Every move a member made was made to cick coin for the worthy cause.

The description of the carnival floor will be of interest to outdoor showmen in that every device the showmen use on their concession pitches was in evidence here, and their successful operation proved one thing of particular interest.

Proper Merchandise Wheels

That is, that merchandise wheels run on the level are the greatest sources of revenue and are the most favored games of the patrons of the carnival. Blankets, candy, dolls, hams, etc., were given away as premiums, and the play they got was brisk at all times.

Raffles were another prolific source of revenue, and sideshows on the comedy order also added to the charity exchequer of the Best People On Earth.

One of the side shows (for fraternal purposes only) and one which was the cause of much merriment as well as adding to the bankroll, was a county jail. It only cost a quarter to get into jail, but it cost a dollar to get out.

This beautiful Christmas basket idea was originated by the Order of Elke. There is not a lodge in the whole of the U. S. which does not at Christmastime carry its baskets into the homes of their less fortunate brothers and sisters.

TEX. SHOWMEN COMBINE

(Continued from page 1)

paid by the Ringling brothers circus when it came through Texas.

The tax has worked a hardship in some cases on the smaller outdoor shows. The minimum amount of tax is $25 a day and some of the smaller carnivals and circuses cannot afford to pay this amount as the business will not justify it.

At the meeting of the showmen in Fort Worth it was decided to endeavor to persuade the next legislature to either repeal the bill or else pass a law authorizing a more equitable tax.

There is pending in the state courts a case of a medicine show owner who refused to pay the tax on the grounds that medicine shows were not included in the bill when it was passed by the last legislature. The medicine showman refused to pay the tax and was remanded to jail on contempt of court. He appealed his case to the higher courts and it is expected to be heard within the next few weeks.

It is the contention of showmen that if the present tax is allowed to stand that it will mean that the people of Texas will not be given an opportunity next year of seeing the best circuses and carnivals. It is firmly expected that if the tax is allowed to stand that Ringling Brothers will leave Texas off of their booking lists next year and give the state a wide berth.

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WOULD BE PLEASED TO HEAR FROM
MANAGERS
INTERESTED IN OUR ROAD SHOWS

FAIR MAN'S EXPERIENCES

(Continued from page 29)

everything else was free inside the grounds, consequently the people felt inclined to visit the zone and enjoy the numerous features there.

Following my work at the Panama-Pacific exposition I became interested in Neptune Beach, Alameda, across the bay from San Francisco. The idea behind the move into a new and strange enterprise was this: It appeared to me that the hundreds of thousands of people who live around San Francisco bay were without a modern beach resort and amusement park and that such a place, properly conducted, should earn good dividends.

As time went on I increased my interest in Neptune beach. The place was not managed to suit me. Although I was not yet versed in the show business, there were too many leaks for money that did come in, and the place was unpopular with a portion of the public. I continued to put more money into the enterprise, gradually buying out the other stockholders, until now I am sole owner of Neptune beach. When one man has complete control of affairs he can do as he pleases. What he does reflects against the success or failure of his business, and he alone is responsible. One feels more at liberty to plan, spend and construct when he realizes that he is spending no one else's money but his own.

The park was anything but attractive when I first became interested. I maintain that, first of all, a place where people go to amuse themselves must be inviting, clean, colorful and gay, with always something new to be seen and enjoyed. I have tried to keep Neptune beach immaculate. As I am a builder at heart, I have personally supervised every bit of improvement that has gone into the park. I have not been sparing of expense in securing artistic effects with painting and shrubbery. I have preached cleanliness to my staff, so that on mornings and slow days the beach and joy zone undergoes a scouring that leaves it spick and span when the crowds arrive. Not a stray piece of paper or trash mars the general appearance of the place if I can help it.

We have extended the doctrines of neatness to every unit of the park. Our big plunge is kept freshly white enameled and cleaned. We lay great stress in our publicity on the fact that our huge filters feeding the tank operate day and night during the season, so that, no matter how many bathers we have, the water is pure and clean.

When I first entered into the amusement business the greater part of the residents of Alameda were somewhat prejudiced against the park. You all well know that an amusement park should be established where it will obtain the proper support from the people in its immediate vicinity. Unless the park has the good-will and support of the majority of the population, especially

LETTERHEADS—Fair and Carnival 1924 designs now ready. Cost a little more; worth a lot more. Hurd of Sharpsburg in Iowa, Show Printer.

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OPENED ON THE B. F. KEITH CIRCUIT AT THE HAMILTON THEATRE, DECEMBER 10th, AFTER A TOUR OF THE WORLD COVERING CHINA, JAPAN, THE STRAITS SETTLEMENTS, SIAM AND INDIA FOR THE BOSTOCK CIRCUS, AND FOUR YEARS' SOLID ENGAGEMENT WITH THE WIRTH CIRCUS IN AUSTRALIA

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in a small town, it will have a long road to success.

Due to the fact that a great number of Alamedans commute to their work every day in San Francisco and Oakland, the town of Alameda became one for home-lovers, who looked rather in disfavor at an amusement park being established in their sedate little town. Again Neptune beach had earned a rather distasteful reputation to the minds of some of the people, due to its former business of years ago as a beer and wine garden. This feature has, of course, been entirely eliminated now; still there were many mothers who would not permit their children to attend the park because of its past reputation. You can readily see what a big problem I had to solve when I took complete charge of the enterprise. My one big job was to obtain public confidence.

Permit me to digress here for a moment and recall to your mind the paper read last year by Brother Eustace of Lakewood park on "How to Win Public Confidence." You will no doubt recall how he met with the leaders of the community at a dinner and made them the proposition of his buying a certain run-down park and running it properly, if in return he was assured of public confidence.

His situation was somewhat similar to mine. In the few years previous to my taking over the ownership of the business I had an opportunity to work myself into the various clubs and organizations of the city and show the people that I was sincerely a loyal and spirited booster of the community. The keen interest and earnestness that I displayed in the community soon helped to bring public confidence my way. I found the dance hall to be the weak spot in amusement parks, so, by conducting it in irreproachable manner to the minds of the various critical parent-teachers' associations and social welfare organization, I obtained their support and confidence.

One particular gala event held at my park last season which helped cement stronger friendly relations with the people was the high school bond day. This event was held for the purpose of putting over a bond issue with which to build a new high school. The program and demonstration was held at my park. The high school and public schools as well as the majority of the merchants' stores were especially closed for this big occasion. More than 20,000 people, or about two-thirds of the entire populace of Alameda, were there that day to witness the big program and the most dazzling and inspiring parade of the school children. Mothers and children who never had stepped foot inside of Neptune beach were there; and, from the consensus of opinion from all sides, this demonstration was the greatest co-operative community event ever held in Alameda. Without a question of a doubt, we re-

(Continued on page 34)

Season's Greetings

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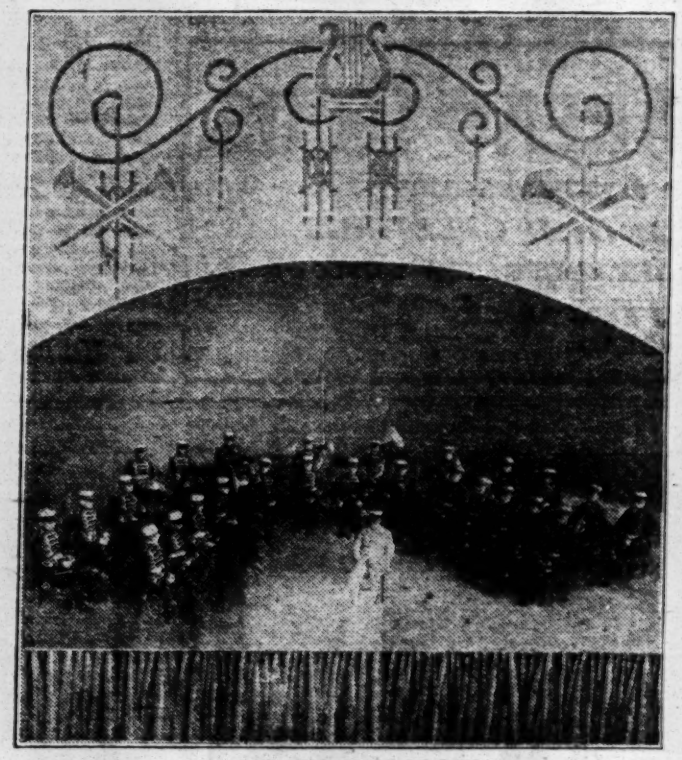

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AND

HIS ORCHESTRA

COLLEGE INN, HOTEL SHERMAN, CHICAGO EXCLUSIVELY BRUNSWICK ARTISTS

LET US REASON TOGETHER

(Continued from page 11)

ments" is to sail on. But to our enemies and opponents the committee says: "We have only just commenced to fight."

The committee will fight grift and indecency in any and all forms, no matter whose feelings are hurt or who falls by the wayside. Whether in shows, on concessions, among officials or wherever this many headed monster may appear, it is to be a war of extermination. If the showman cannot exist without it, he must get out of the business and not remain as a stumbling block to those who have determined to run clean. Friendships will probably suffer and hard feelings may be engendered, but the die is cast and cleanliness in very truth must predominate. The time has come when theory must go into the discard and practice take its place. Showmen must occupy their proper place in the eternal fitness of things.

Those who are not for us are against us; there is no middle course. Where we know that evils exist, where undisputed proof has been shown that double dealing has been practiced, such influences and interests must be held in absolute suspicion until time and test prove otherwise. Showmen must not be fools enough to cringe and crawl and asked to be whipped again. Showmen have the ability and brains to conduct their own business, to risk their own money, and they should fear no one particular clique or any other factor, with the Legislative Committee behind them, a group composed of their own men, elected and accepted by themselves, whose interests are theirs.

We welcome the show owners and manufacturers of America; we ask them to join with us. All allied interests are invited. Showmen must be in favor of placing their profession where it belongs, and not let it drag in the mud of uncleanliness. The great majority of the outdoor showmen of America have taken their stand and shown that this is not a sporadic effort but the perpetuation of the outdoor show business in America.

To somewhat paraphrase an old saying: "When the Good Lord made all the great and beautiful things in this world, He had some scraps left over, too bad to put into the skunk, the rattlesnake or other poisonous reptiles, so He put them all together, branded them with suspicion, clothed them with deceit, surrounded them with intrigue and innuendo and called them 'Knockers.' Then he took a ray of sunshine, enveloped it with brotherly love, put a crown of hope on its head, a scepter of faith in its hand and, above all, arrayed it with charity, and called it a 'Booster.'"

At this season of "Peace on earth and good will to men" and the birth of a new years which we all hope may be the dawning of a new era for showmen, prosperous and happy, let the entire outdoor amusement world combine and resolve that "Equity, Justice and Right" be the watchword of our organization, with enmity toward none and justice and fair dealing to all.

Billy De Foe, the St. Paul featherweight, will have two matches on his hands within the next fortnight. De Foe has been signed to meet Benny Valger at the Commonwealth Sporting Club, January 5, and on January 14 he will meet "Blockie" Richards of Dayton, O., at the Auditorium, East Chicago, Ind. On the same card for the Indiana meet, Jimmy Mendo, Pennsylvanian bantamweight, has been matched to battle Tony Norman of Pittsburgh.

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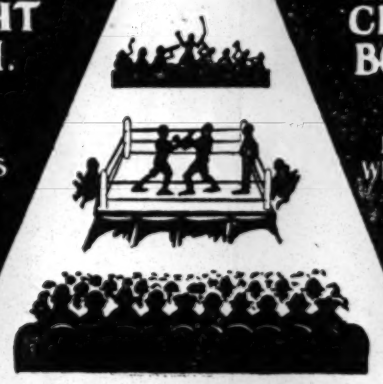

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WRITE FOR DESCRIPTIVE CIRCULAR

BOX 1034 **R. N. ANDERSON** **YOUNGSTOWN, OHIO**

FAIR MAN'S EXPERIENCES

(Continued from page 32)

ceived priceless publicity and thereafter patronage from the former critics.

Another problem that confronted me was advertising. I consider it a problem, because it is a question that requires much thought and experience to solve it. Advertising was strictly new to me at the outset. How to advertise, what to advertise, how to get the people to your park, and then, again, how to induce them to come again. How very grateful I am of the experience of my past business. There I learned that efficient handling of the contracts assigned to me, strict adherence to the specifications and making the job worthy of commendation brought me more contracts and consequently more business. So I applied this self-same policy to my newly-acquired enterprise with gratifying success. If the public can see that you are earnestly striving to operate a good, clean, well-managed park, it will admire your methods and consequently patronize your park freely.

One of the greatest problems I had—and, for that matter, still have—is getting the people to come to my park in the evening. This point will surprise most of you, who do your biggest business in the evening. However, conditions are different everywhere, and you will find on coming to Neptune beach that on an afternoon the park is crowded, and in the evening but a few people compared to the afternoon crowd. Whether or not it was the bad precedent established since the park first opened its gates to the public, the fact still remains that people come to the park chiefly on Sunday afternoons. We, and also our predecessors, have tried everything possible to draw the crowd in the evening, but to no avail. We have one drawback, which seems to be the reason why the people will not attend the amusement parks in the evening. Around San Francisco bay, even on the hottest kind of a day, the evenings are invariably cool; in fact, generally so cool that one must wear an overcoat. If it was anything else to alter but the weather, we could do it, and consequently do more business; but that is unchangeable. Therefore we look for our business on Sunday afternoons to practically carry us through. You can well realize that to support such an enterprise as I have, through a business of but a few hours' duration per week, is a real problem.

A group of theatrical men recently attempted to convince me that the day of the amusement park is done, that the automobile and resorts in the country are diverting the people away from their old pleasure haunts and that grown-ups and even children have mentally outgrown the big amusement park playground. I do not believe this to be true. But I do believe that they are tired to death of the old, slovenly park, with the same monotonous setting and rides of years ago. A progressive park, ever always on the upward trend, is bound to receive good patronage and lasting success. If you stage events in your grounds, liven up the place, make it worth while, and tell the world about it, not like a circus does, but in a dignified, high-class manner, the people will come. The automobiles will then not take people away from you, but bring them to you.

My first two years at Neptune beach found me somewhat discouraged. It did not seem possible that I could ever make the place pay; but slowly and surely I grasped the rudiments of the park game and show business, so vastly different from general contracting. As I gradually worked out details to my satisfaction and the better results became apparent, I became more and more interested in my new vocation—fascinated with it even. I am solidly sold to the amusement park business and have no desire to make a change, and I believe that any man, no matter what his former experience has been, can do the same thing if he makes an intensive study of conditions surrounding him.

It is true that the past season has been the most profitable in the history of our park, and the year before topped the years preceding it. We want to go on making a record like that, and I firmly believe we will. We have confidence in our work and want to make next season's earnings show a 50 per cent. increase over the earnings for the season just closed.

We want to help the other amusement man all we can, and the latch string is always out at Neptune beach—so come out that way when the opportunity offers.

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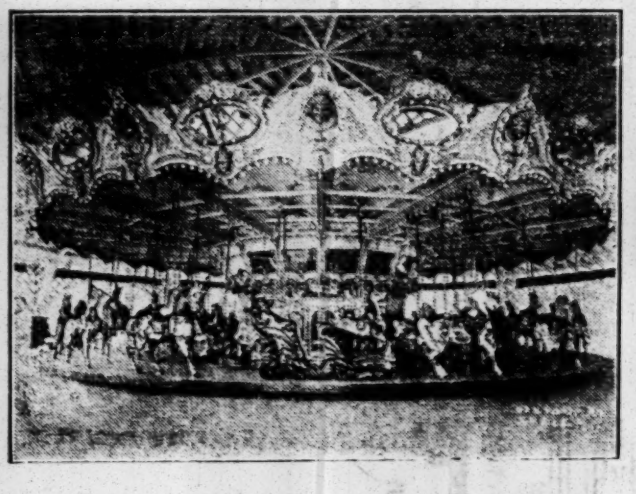

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CUMBERLAND BUYS

(Continued from page 1)

fully consummated by the financial committee of the association with the Cumberland Industrial Corporation. Announcement was made of the purchase by Tasker G. Lowndes, president of the Second National Bank and chairman of the finance committee. The consideration was $5,000 in cash and an exchange of stock valued at $10,000.

Bids for the erection of the various agricultural exhibition buildings are being received by the financial committee. Actual work on the buildings and grounds is set for early spring. The cost of improvements will be in the neighborhood of $100,000, for which more than $60,000 in bonds has been prescribed, according to the secretary, Virgil C. Powell, who has been instrumental in realizing the big project.

The development will include a great main exhibition building, poultry and machinery buildings, immense section for enclosure for various stock, a big grand stand, a half-mile racecourse, a standard-sized baseball field and football field, swimming pool, public athletic field and track. The racecourse has been laid out and staked. Arrangements are now being made by the Baltimore & Ohio Railroad for the placing of a siding into the grounds proper from the main line. Much space is devoted to concessions, automobile parking and promenades, and standard roads and walks will be built, it is said.

The Cumberland Fair Association, Inc., is a member of the Maryland State Fair Association. The finance committee of the association is composed of Tasker G. Lowndes, chairman; Henry Shriver, Thomas L. Pierce, D. Lindley Sloan. Officers are: D. R. Sloan, Lonaconing, president; Tasker G. Lowndes, vice president; John Schwarzenbach, treasurer, and Virgil C. Powell, secretary.

ST. LOUIS RAISING LICENSE

(Continued from page 1)

which action has been postponed covers local carnivals, whether under lodge or church auspices.

The Showmen's Club of St. Louis called concessionaires and the Showmen's Club of America to local headquarters, suite 207, Gem Theatre Building.

Led by Sam Gordon, president, they are battling the license addition, but there exists some doubt if it can be successfully combated.

They have requested Commissioner Tom Johnson of the Showmen's Legislative Committee to act for them.

National Guard units in several parts of Indiana have been staging boxing and wrestling matches to raise company funds and stimulate interest in the guard. A big carnival is scheduled for Tomlinson Hall, here, Jan. 19.

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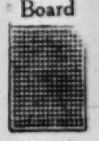
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	400	.69	2,000	2.64	300	.90	1,200	1.88
	500	.79	2,500	3.25	400	1.10	1,500	2.52
	600	.90	3,000	3.89	500	1.12	1,800	2.60
	700	1.00	3,500	4.64	600	1.22	2,500	3.50
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Ross Miss M
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Ryan Dick
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Tripp George
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Jones Geo
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Kingston Bobby
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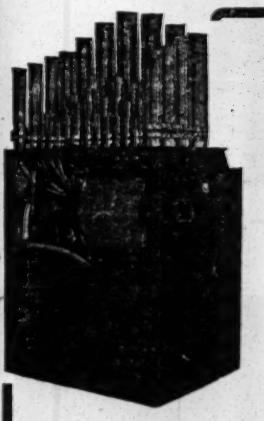

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WISH THEIR FRIENDS GREETINGS OF THE SEASON

JAMES LYTELL — Clarinet

JACK ROTH — Drums

CHARLES PAVELY — Trombone

INDOOR CIRCUS FLOP

(Continued from page 3)

he was through with the indoor circus promotions and that he would in the future confine his efforts to other fields.

"The auspices is largely responsible for shows being a failure," said McGinnis. "For instance, here in Akron, a year ago the advance sale of tickets totaled several thousand dollars while this winter less than $800 was turned into the committee from the advance ticket sale," he declared.

This same situation has existed in other Ohio spots where circuses have been offered this fall and winter. Knisely Brothers at Mansfield, O., lost money because the American Legion failed to get behind the advance ticket sale; at Barberton, O., the Eagles fell down on the job. McGinnis says he lost approximately $3,000 on the Eagles show at Akron two weeks ago, the attendance no night would half fill the armory where the show was held. The talent alone without other expenses totaled more than $3,000 and included a dozen standard circus act recruited from leading circuees of the country.

The Shrine Circus at Akron probably will be called off this spring due to the poor showing made by the Eagles. Other organizations talking indoor circuses have called off all bets. At Canton the Nazir Grotto circus has been called off and this show in former years was one of the most successful indoor circus events in the middle west. In that city the Eagles are talking circus and have gone so far as to fix the date.

The Hagenbeck-Wallace show recently staged at Cleveland, which last year made $50,000 for the Al Sirat Grotto there, this month drew only small crowds, some matinee attendances being so small that they did not even pay the expenses of opening the big city auditorium.

A large number of promoters in this section are resorting to other promotions and next spring plan to put out small shows under canvass, claiming that this type of show does not require so much effort on the part of the auspices and that they can get away with far less "nut" than in the winter.

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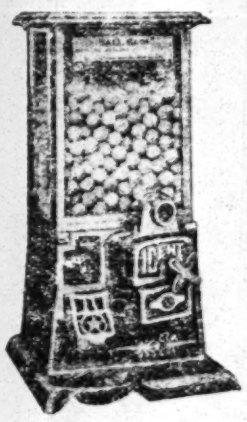

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WRITE FOR OUR CATALOGUE AND SPECIAL PRICES

OPERATORS IT'S A LID-LIFTER

NEW TARGET MACHINE

$50.00
Special Prices in Quantities
18" high, 14" wide, 6½" deep.

BULLS EYE BALL GUM VENDER

OPERATORS, here's the machine that is making a hit with every operator who sees it. Why? Because the Bulls-Eye Ball Gum Vender not only has the profitable pin board layout, but it actually serves the player each time and besides it has the skill target or bulls-eye feature. The Bulls-Eye Ball Gum Vender is fascinating—they like to play it. It beats the old style target machine a hundred ways.

NOTE:—A GAME OF SKILL IS NOT GAMBLING. BALL GUM MACHINES CAN RUN ANYWHERE. THE PLAYER AUTOMATICALLY GETS A PENNY'S WORTH EACH TIME. HOW CAN THEY STOP THIS CLEVER MACHINE OPERATING IN YOUR TERRITORY?

OPERATION:—The player deposits his penny, pushes in the slot and this releases a ball of gum, which rolls down into the shooter. The player then hits the plunger on the side of the cabinet, which shoots the ball of gum at the bulls-eye. If he hits it, the ball drops down into a reward compartment and stays in sight until the dealer pays it. If the player misses the target, the ball bounces down over the pins and may drop into one of the three reward compartments on either side. If not it will roll out of an aperture in front where the player can get it. If the player does not get a reward in trade he receives full value each time—a ball of gum.

The Bulls-Eye Ball Gum Vender is built extra strong—has only a few working parts, and handsomely finished. It is cheap to operate and a big money maker. It is fitted with our well known sliding slot which is practically slug proof. Washers, paper, pieces of tin, etc., will not operate the machine, nor clog this slot. The gum compartment holds 400 balls and has its own key—left with the dealer. Large cash box with separate lock and key for the operator. Each reward paid out registers in the cash box. Uses standard size ball gum which can be bought anywhere.

TEST MACHINES ARE MAKING $25.00 TO $35.00 A WEEK. JUST WHAT YOU HAVE BEEN WAITING FOR. EXCLUSIVE GOING FAST. BE FIRST IN YOUR TERRITORY.

DESCRIPTIVE CIRCULAR MAILED UPON REQUEST

Mr. Operator: You can test out a sample Bulls-Eye Ball Gum Vender by filling in this coupon. We give you a rebate on the sample when you place a quantity order.

Date_____

Exhibit Supply Company,
509 So. Dearborn St., Chicago, Ill.

Gentlemen:

Please ship me a sample Bulls-Eye Ball Gum Vender at your special trial price to operators of $45.00 f. o. b. Chicago. I am enclosing a $5.00 deposit. Ship by_____, balance payable on delivery.

Signed_____

EXHIBIT SUPPLY COMPANY

509 So. Dearborn St., Chicago, Illinois

***Largest exclusive manufacturers in the world of coin operated amusement machines and supplies* — WRITE FOR CATALOG**

WAR AGAINST ANIMALS

(Continued from page 3)

normal-minded public. Like the Sanger farm at Horley, the Ginnett circus is now under guard, and no animal is left alone for a minute.

Fanatical Cranks

Some months ago these fanatical cranks with a hatred for animal acts wrote a strong protest to Sir Oswald Stoll regarding the engagement of the Griffiths Brothers and "Pogo." The writers had, so the letter said, wanted to see the Duncan Sisters at the Coliseum, but happily, discovering that a cruel animal turn was on the program, they had decided to wait until the Duncans were at a "decent house"; moreover, they would keep their friends away from such a disgraceful exhibition. "Pogo" is, of course, the Griffiths, the head of the weird animal being Fred. This act is always having trouble with the cranks and only recently was decended on by a self-appointed reformer who had seen the billing but not the show and demanded to see the "poor animal" and breathed dire threats of prosecution for cruelty. Fred Griffiths had to apologize for not allowing the good person to see the horse as the hind-quarters had gone out for a drink.

"Pogo" was one of the acts specially chosen for the Royal Command performance at the Coliseum on Dec. 13.

MUGIVAN'S O. K.

(Continued from page 3)

with the organization he would have nothing to do with it, but if they were in no way connected with the Legislative Committee and it was run on the level, with all members solidly for the clean-up, he would not only join with them, but lend the weight of his influence and that of his associates toward their cause. When asked, he immediately loaned the service of R. M. Harvey to act on the Railroad Committee, showing his willingness to co-operate at once.

Mugivan, with his wide experience and extensive circus interests, is the most valuable ally that the Legislative Committee could have. His well-known ability in organization and thorough knowledge of the situation in the outdoor show business in America from all angles, is superior to that of any individual member and it is well known that once he goes into a matter nothing will stop him from carrying it to a successful issue.

AMPLE PRODUCTION — GARDNER'S CELEBRATED BABY SALESBOARDS

One-Half the Size of Any Composition Salesboard Produced.

ORDER NOW!

In Sizes—	BIGGEST SELLING INNOVATION
3000 B	Splendid Deliveries.
3600 B	Treat the Trade.
4080 B	
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GARDNER & CO., 2309 Archer Ave. CHICAGO.

Due to the unusually large number of orders already placed, we suggest that, to assure delivery in the spring, you place your order NOW for

CUSTER CARS

The Custer Specialty Co. Dayton, Ohio

GREETINGS

The Season's Best Wishes for a Happy New Year

SAM LANIN, Director
JACK LUBE, Violin
HARRY PERRELLA, Piano
ANTHONY COLUCCI, Banjo
WILLIAM SHORT, Tuba
IRVING FABERMAN, Drums

THE Lanin Orchestra AT ROSELAND

1919-1924

JULES LEVY, Trumpet
MIKE MOSIELLO, Trumpet
MILFORD MOLE, Tr'mb'ne
LARRY ABBOTT, Saxop'ne
MERLE JOHNSTON. Sax.
MORRIS DIXON, Saxop'ne

THE BIGGEST CIRCUS IN THE WORLD

Not only of the present but of all time—Since the world began

RINGLING BROS. and BARNUM & BAILEY SHOWS UNITED

"The Biggest Show" means much more than this descriptive term alone conveys.

It grew to its Magnificent Proportions for certain well understood reasons:

Each of the Two Big Shows recently combined into this World Wonder Giant of Circusdom, was conducted on the highest plane possible.

Each strove to give the best in every way. Therefore, the Two Shows Combined, the Biggest of All Time, are something more—much more, and much more important than the biggest, namely—*THE BEST CIRCUS ON EARTH* and still bettering itself from season to season.

The word Circus, as applied to the *RINGLING BROS. and BARNUM & BAILEY COMBINED SHOWS*, has grown to mean more too than ever before.

100 Railway Cars carry CIRCUS, MENAGERIE, TRAINED ANIMAL SHOW, HORSE FAIR, HIPPODROME, Etc., Etc., to every part of our great country each year.

The Season of 1924 will see many additions and innovations.

THE BIGGEST **THE BEST**

RINGLING BROS. AND BARNUM & BAILEY.

HAPPY NEW YEAR TO THE WORLD

WITH THE FESTIVE SEASON

WE JOIN IN EXTENDING TO THE WHOLE SHOW WORLD

A Prosperous New Year

When Dark Clouds May Be Dissipated Away by the Continued Use of

DARK SECRETS

THE "DISTINCTIVE CONFECTION"

MORE POPULAR THAN EVER, MORE SATISFYING AND MORE PLEASING THAN ANY OTHER

CHRISTMAS MADE MERRIER, THE NEW YEAR BRIGHTER, LIFE MORE ENJOYABLE BY THEIR MEDIUM

EVERY THEATRICAL and AMUSEMENT MANAGER

If You Are Not Offering This Sure Repeat Seller to Your Patrons Write to Me and I Will Give You a Solid Proposition Which Will Increase Your Business

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1923